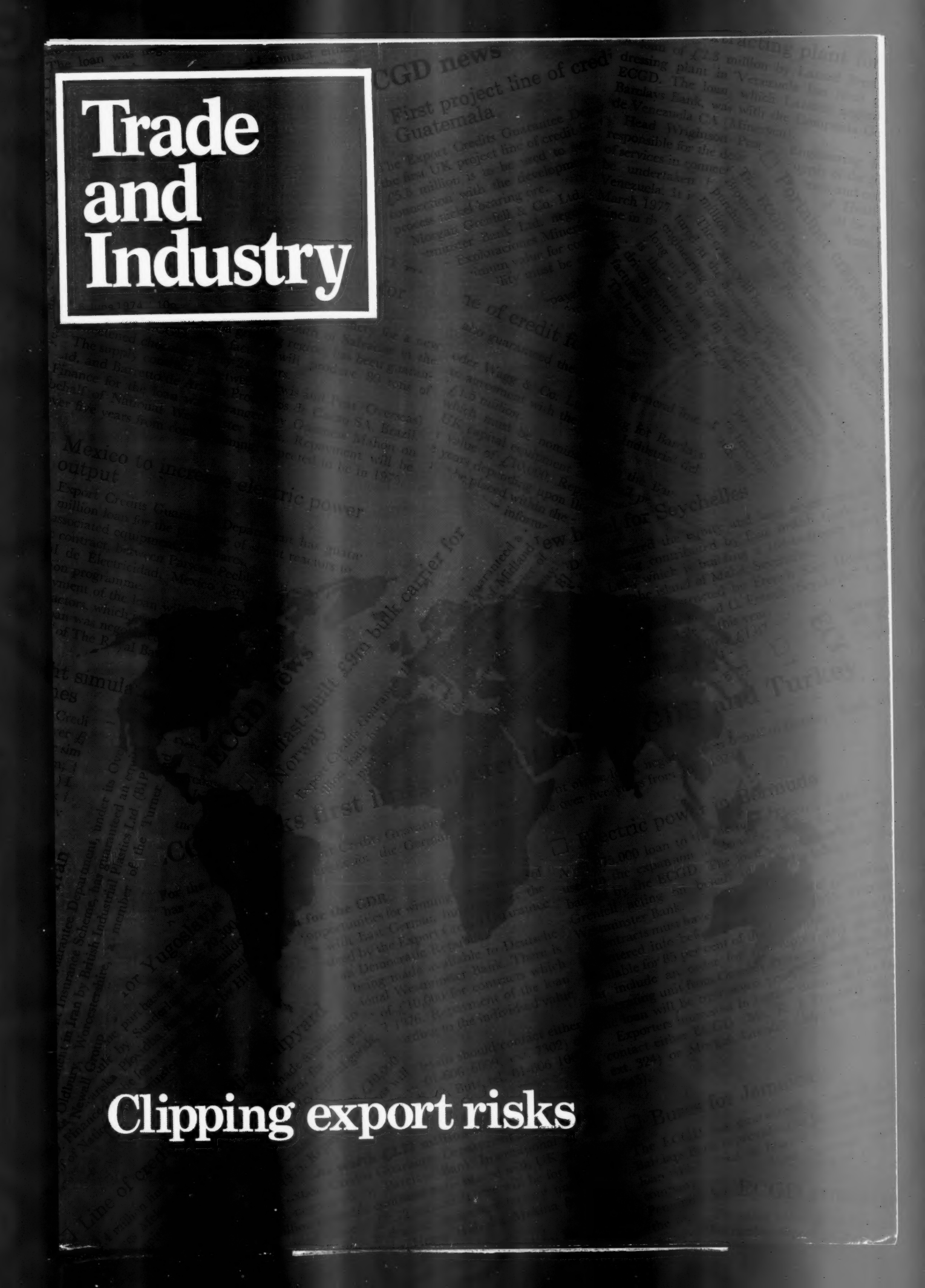
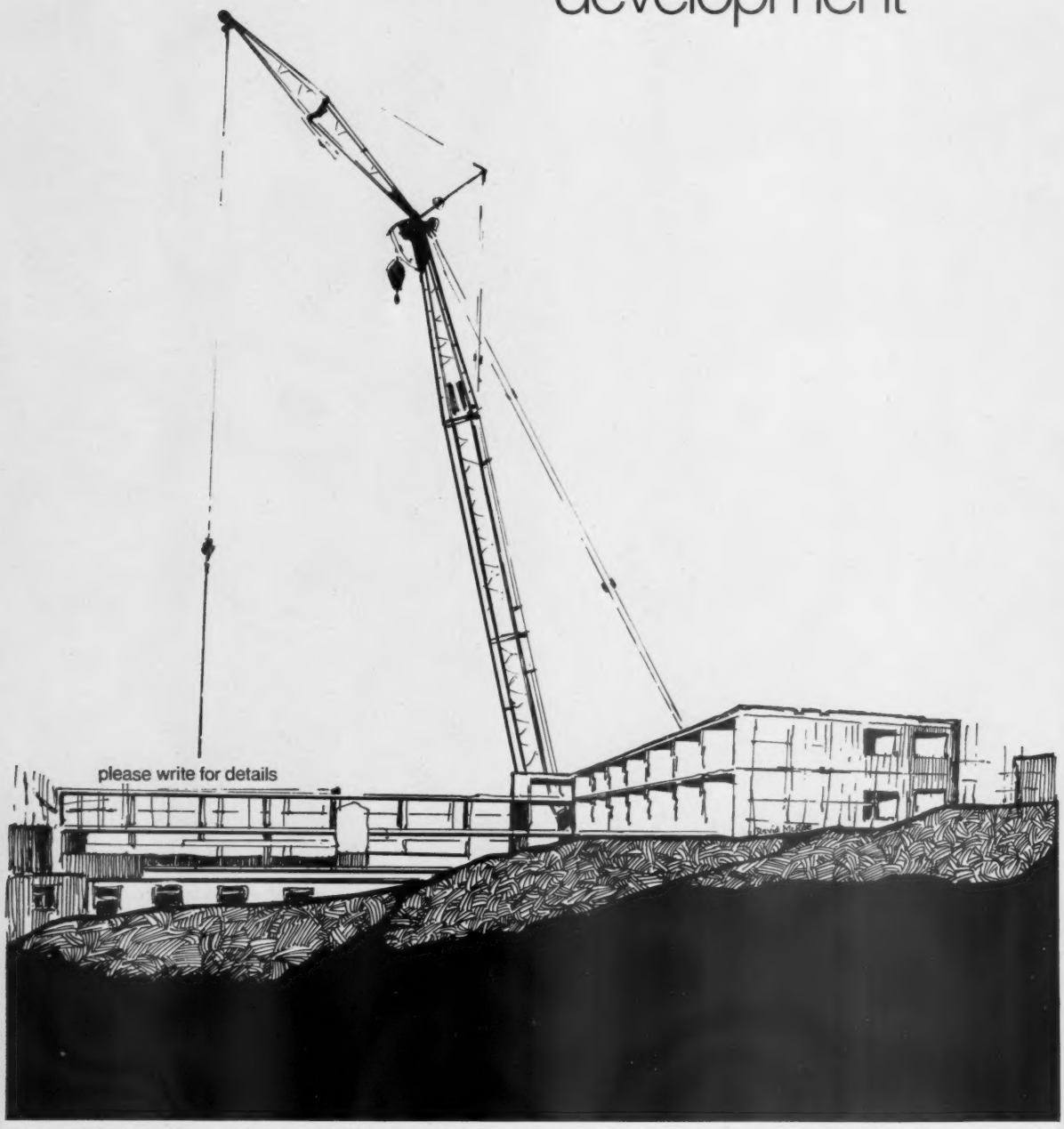
Trade and Industry



Clipping export risks

Oldham invites industrial and commercial development

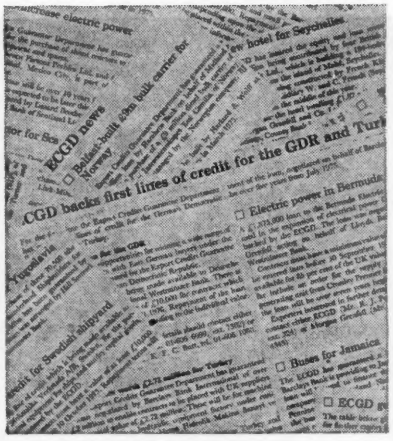


please write for details

Andrew E. Harris ☐ Borough Estates and Industrial Development Officer, ☐ Shaw Town Hall, Shaw, Oldham. OL2 8RE. ☐ Telephone: Shaw 47292

Trade and Industry

6 June 1974


ECGD news
Ballast-built 65m bulk carrier for Norway
£m hotel for Seychelles
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Electric power in Bermuda
Buses for Jamaica
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credit for Swedish shipyards

Clipping export risks . . . Clippings from recent issues of *Trade and Industry*, illustrate the wide range of companies exporting to a wide range of markets with the backing of the Export Credits Guarantee Department. Potential exporters need not be nervous about the possibility of bad debts in a far-away market. The ECGD has records on 200,000 overseas buyers, and, for a low premium, will help you clip your most likely – and unlikely – export risks. An article on the ECGD leads the Trade Information section.

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Home News

UK industrial materials handling costs survey

The Department of Industry's Committee for Materials Handling (Management and Technology), as part of its programme of fact-finding, has recently formed a Working Party to survey materials handling costs in British Industry.

It will be under the chairmanship of one of its members, Dr. David S. Mitchell, managing director of Small Engines Division, Rolls-Royce (1971) Ltd.

The Costs Survey Working Party has been formed with the active co-operation of the Institute of Materials Handling, the Institute of Cost and Management Accountants and the Institution of Production Engineers.

The Committee for Materials Handling (Management and Technology) is the most recent of Industrial Technology Committees to be formed under the aegis of the Department of Industry's Committee for Industrial Technologies.

Assisting the Committee is a Consultative Panel of materials handling experts including Mr. J. Hyam, Mr. W. Hesketh, Mr. R. Whitley and Mr. J. Williams.

Tony Benn, Secretary of State for Industry, speaking at a press conference during a day's visit to Glasgow. With him are Bruce Millan, Minister of State, Scottish Office, and John Warne, director, Office for Scotland, Departments of Trade and Industry. During his visit Mr. Benn met the Economic Committee of the Scottish Trades Union and representatives of Glasgow Chamber of Commerce, followed by a working lunch with industrialists. He then met representatives of the Strathclyde Regional Council, called on the Lord Provost, visited George Square Post Office, and, finally, appeared at a seminar for executives.

Cinematograph Films Council appointment

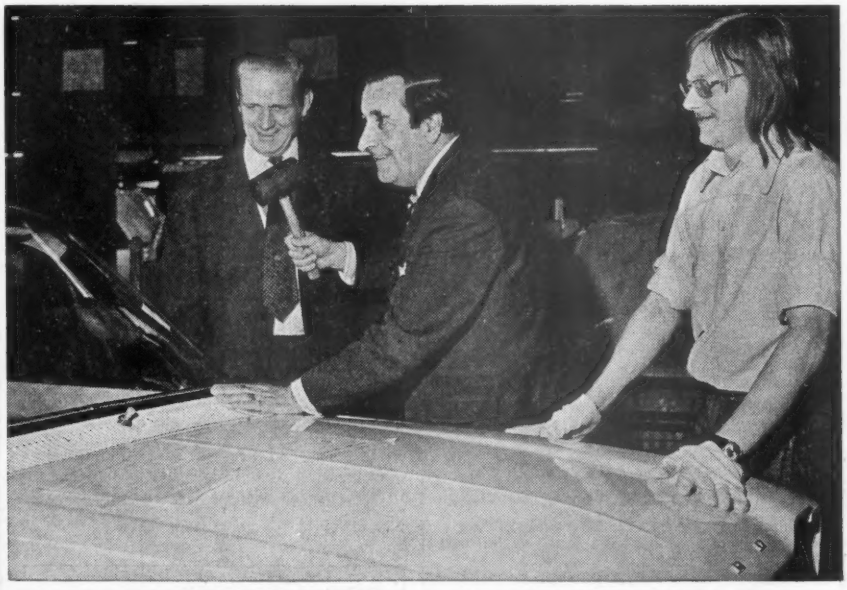
Peter Shore, Secretary of State for Trade, has appointed David Gordon to the Cinematograph Films Council as an independent member. The appointment is for the period ending 31 December 1976.

Manston rescue helicopters

The Ministry of Defence announced on 3 June that it is re-establishing a military Search and Rescue unit of two Wessex helicopters at Manston in September.

A civil SAR unit has been provided at Manston by Bristow Helicopters Ltd. since 1971 and has given excellent service, filling a gap in the SAR cover primarily provided in south-east England by the military. Its contract is due to terminate in September and, in the light of the decision by the Ministry of Defence, the Department of Trade will not be going out to tender for a further civilian service as had been envisaged.

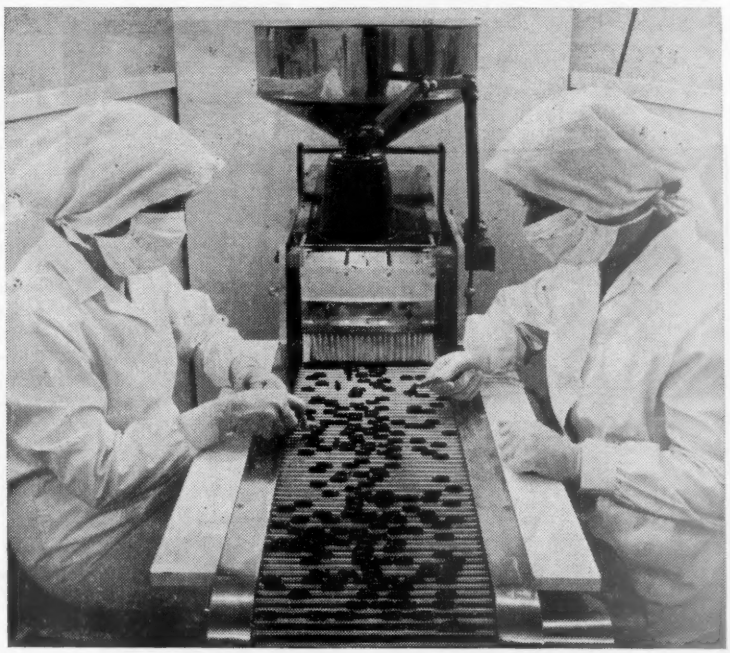
The Department, which is responsible for civil marine Search and Rescue, is confident that the RAF Wessex helicopters to be stationed at Manston will fully meet all the civil marine needs of the area for Search and Rescue.



Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry, wields a hammer with a smile. He is not at a breaker's yard, nor at a car auction, but at the Escort assembly line at Ford's Halewood plant. Under the tuition of Peter Kyaston, watched by operations manager Charles Skinner, he is trying his hand at fitting a windscreen. The hammer has a head of rubber! Mr. MacKenzie was on a two-day visit to the North West, where he had informal discussions in Liverpool and Manchester with representatives of the trade unions, industry and local government in the region. He toured Liverpool, met the North West Industrial Development Association, had a working lunch with the Regional Committee of the Confederation of British Industry, called on the Lord Mayor of Manchester, and met Mr. J. V. Greenlaw, Chairman of the North West Telecommunications Board. Mr. MacKenzie's special responsibilities are regional policy, small firms, and posts and telecommunications.

Small firms: big exports

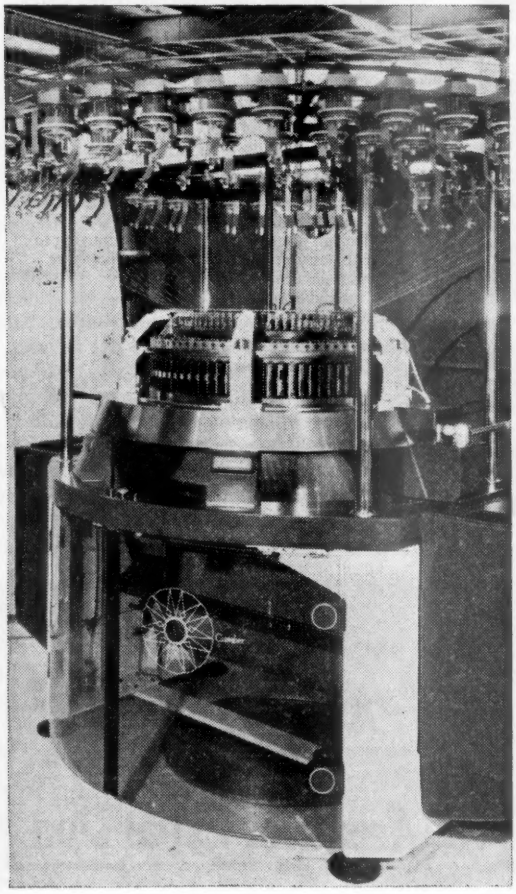
The important contribution of small firms to Britain's export earnings is illustrated in this year's list of companies gaining the Queen's Award to Industry. Three more pictures from award-winning small firms are shown on this page.

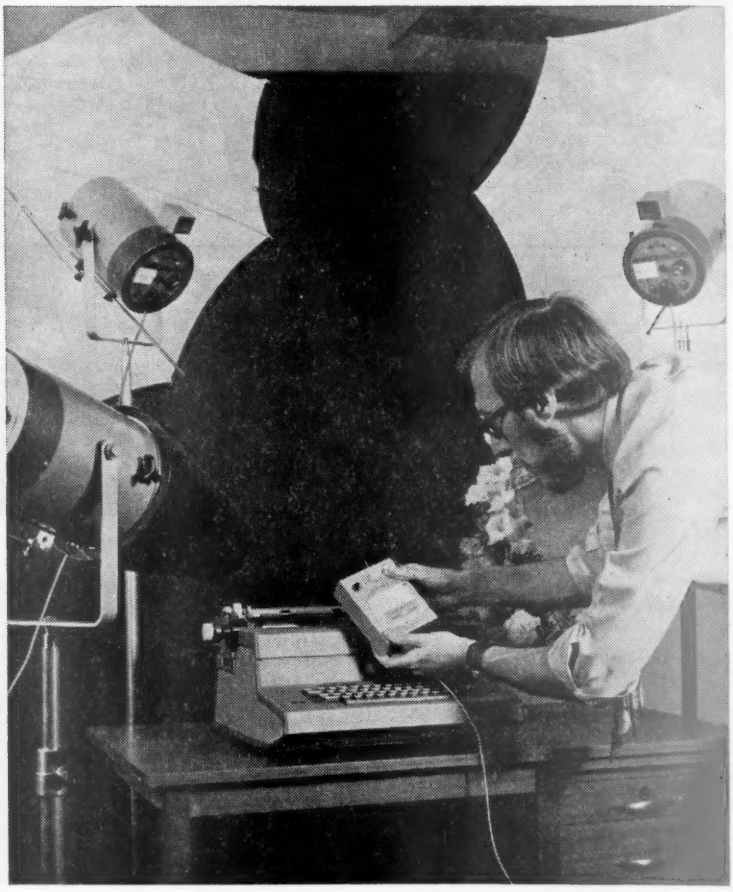


Right: A scene at the Treforest, Glamorgan, factory of P. Leiner and Sons (Encapsulations) Ltd., where a workforce of 80 manufactures gelatine capsules for the pharmaceutical, food and cosmetics industries. Exports increased over four-fold between 1971 and 1973. The company initially concentrated on the United States market, establishing itself against much larger domestic competitors.

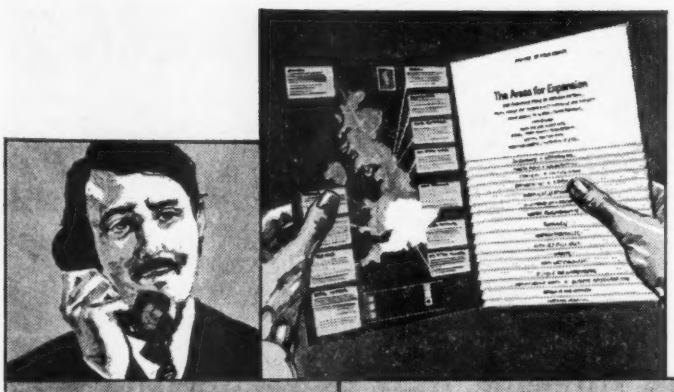
Below: A circular single jersey fabric knitting-machine made by Camber International (England) Ltd., Leicester. This company, with just over 100 employees, received the Queen's Award for export achievement this year and also in 1971. Exports have increased by £1.9 million over three years, and 95 per cent of production is exported.

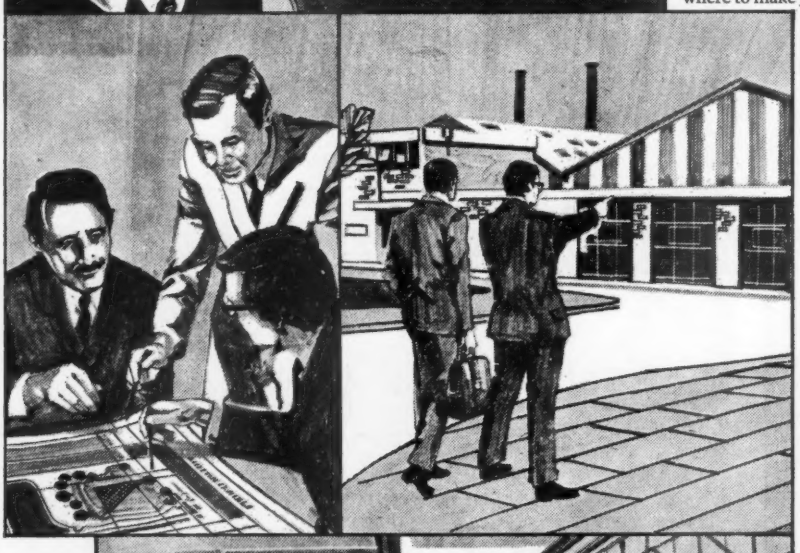
Below right: Bowens flashmeter in use in a photographic studio. With a staff of 18, Bowens Sales and Service Ltd., London W1, has doubled its exports in three years. The two directors, who travelled widely in promoting the products, now sold in 30 countries, pay tribute to the Departments of Trade and Industry for help in assisting small firms to boost their export sales.





How The Industrial Expansion Teams will work for your company.





1 **You contact us.** There's an Industrial Expansion Team in each of the Areas for Expansion. In Scotland, Wales, Northern and North West England, Yorkshire and Humberside and the South West.

Send us the coupon for our information booklets, or ring us if you would like to arrange a meeting.

2 **We send you information.** Our two information booklets 'Areas for Expansion' and 'Incentives for Industry' will tell you about the opportunities available in all the Areas; and about the help with finance for the firms that move or expand there.

3 **We talk to you.** When you're ready, call us to arrange a meeting either in London or in the Area of your choice. You'll find we can give you expert advice on where to make your company grow.

4 **We show you round.** When you want to look more closely at an Area we will show you the ready-built factories which you can rent or buy. Or, if you want a factory purpose-built to your own specifications, we can show you suitable sites.

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The Areas for Expansion also have opportunities for service industries and offices.

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Scotland. Glasgow, tel: 041-248 2855

Wales. Tel: Cardiff 62131 (STD code 0222)

Northern Region. Tel: Newcastle upon Tyne 27575 (STD code 0632)

North West. Manchester, tel: 061-236 2171

Yorkshire & Humberside. Tel: Leeds 38232 (STD code 0532)

East Midlands. Tel: Nottingham 46121 (STD code 0602)

West Midlands. Birmingham, tel: 021-632 4111

South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

Eastern Region. London, tel: 01-828 6271 ext. 104 or 61

London & South East. London, tel: 01-828 4355 ext. 50

Northern Ireland. Tel: Belfast 34488 (STD code 0232) or London 01-493 0601

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To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU

Please send me full details of the benefits available in the Areas for Expansion

Name_____

Position in Company_____

Company_____

Nature of Business_____

Address_____

TI 6/6 G

The Areas for Expansion

Investigations under the Companies Act

Peter Shore, Secretary of State for Trade, in pursuance of the powers conferred on him by Sections 164 and 172 of the Companies Act 1948, as amended, has appointed Mr. Alistair Mewburn Troup, of 4 Brick Court, Temple, London, to act as an Inspector with Mr. J. B. R. Hazan, QC and Mr. T. G. Harding, FCA (the two Inspectors appointed on 21 September 1973):

> to investigate the affairs of Hartley Baird Limited;
> and
> to investigate the ownership of the company in particular the controlling interest in the company acquired by Dr. William Kurt Wallersteiner and his mother Alice Stoss or by any company controlled by them and to report.

Mr. Shore, has also, in pursuance of the powers conferred on him by Section 172(1) of the Companies Act 1948, appointed Mr. Andrew Peter Leggatt, QC, of 1 Harcourt Buildings, Temple, London and Mr. David Constable Hobson, of Abacus House, 33 Gutter Lane, Cheapside, London EC2, to act as Inspectors to investigate and report on the membership of London and County Securities Group Ltd. in such manner as the Secretary of State may direct.

The appointment has been made at the request of Mr. Legatt and Mr. Hobson, who were appointed on 11 January 1974 as Inspectors under Section 165(b) of the Companies Act 1948 to investigate the affairs of the company.

Section 172(1) of the Companies Act 1948 empowers the Secretary of State to appoint Inspectors to investigate and report on the membership of a company for the purpose of determining the true persons who are, or have been, financially interested in the success or failure of the company, or able to control, or materially influence the policy of the company.

New requirements for cockpit voice recorders and flight data recorders

From 1 January 1975 the Civil Aviation Authority will make it mandatory for British registered aircraft type-certificated after 1 April 1971 and for Boeing 747s to carry cockpit voice recorder systems and underwater sonar location devices. It will also widen the range of aircraft required to carry flight data recorders and will extend the range of information to be recorded.

The requirements for conventional subsonic aeroplanes (Flight Data Recorder Systems Specification No. 10) are:

(a) Aeroplanes of a total maximum weight authorised of between 5,700-11,399 kg – either a voice recorder *or* a Flight Data Recorder to record parameters 1 to 9.

(b) Aeroplanes of a total maximum weight authorised of between 11,400-26,999 kg – a voice recorder *and* a Flight Data Recorder to record parameters 1 to 10.

(c) Aeroplanes of a total maximum weight authorised of 27,000 kg and over – a voice recorder *and* a Flight Data Recorder to record parameters 1 to 26.

The parameters to be recorded are:

1 Time
2 Pressure altitude
3 Airspeed
4 Normal acceleration
5 Compass heading
6 Gyro pitch attitude
7 Gyro roll attitude
8 Engine power
9 Flap angle
10 'Press to transmit' action
11 Lateral acceleration
12 Longitudinal acceleration
13 Reverse thrust
14 Leading-edge high lift devices
15 Airbrakes or spoilers
16 Pitch trim
17 Temperature
18 Undercarriage
19 Primary flying controls
20 ILS localiser signal
21 ILS Glidescope signal
22 Radio altitude
23 Essential a.c. voltage or frequency
24 Warnings
25 Automatic flight control system engagement
26 Automatic flight control system mode

The requirements for cockpit voice recorder systems (Specification No. 11) are:

Four channel simultaneous recording and synchronisation
Recording speed variation
Continuity, retention and erasure of record
Monitoring of proper operation
Input circuit design, audio frequency response, distortion, noise level without input signal, coupling between audio circuits, flutter
Microphone assembly, frequency response, harmonic distortion, insulation resistance
Identification in crash conditions, crash protection
Test procedures – impact, sea water immersion, environmental
Installation and maintenance

The requirements for underwater sonar location devices (Specification No. 12) are prescribed for aeroplanes of 27,000 kg or more certificated on or after 1 April 1971 and for aeroplanes of 230,000 kg or more certificated after 1 January 1970. They include:

Acceptable performance standards – operating frequency, operating depth, pulse length, pulse repetition rate, operating life, acoustic output, operating temperature, actuation, radiation pattern
Environmental tests – storage temperature, inadvertent operation, vibration, impact, static crush
Installation and maintenance

The specifications have been drawn up by the CAA Airworthiness Division in consultation with the Departments of Industry and Trade (including the Accidents Investigation Branch) the RAE, the SBAC, BALPA, British Airways and representatives of the independent airlines and the EEA. Specifications Nos. 11 and 12 are broadly similar to USA TSO-C84 and USA Advisory Circular No. 21-10 respectively.

Airworthiness Specifications Nos. 10, 11 and 12, are available free of charge from Civil Aviation Authority Airworthiness Division, Requirements and Publications Section, Brabazon House, Redhill, Surrey, RH1 1SQ.

Consultation with the industry on the mandatory carriage of cockpit voice recorders on other aeroplanes, including Tridents, has taken place, and meanwhile British Airways European Division and some other operators are making arrangements to install cockpit voice recorders voluntarily.

As far as flight data recorders are concerned those currently required to record five parameters will be required, after 1 January 1975, to record certain additional parameters; certain smaller aeroplanes having the option of carrying a cockpit voice recorder instead of a flight data recorder.

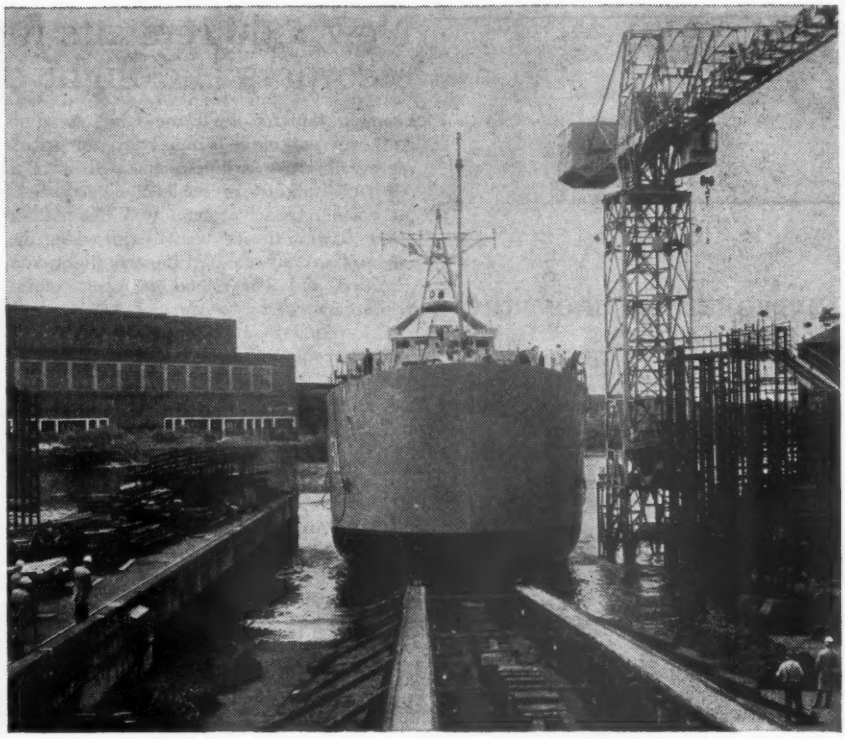
N.E.L.D.C.++++
TOMORROWS INDUSTRY CHOOSES THE NORTH EAST LANCASHIRE INTERMEDIATE DEVELOPMENT AREA FOR ITS EXPANSION++ A WIDE RANGE OF FIRMS WITH HIGHLY TECHNICAL PROCESSES HAVE ALREADY SUCCESSFULLY ESTABLISHED THEMSELVES IN THE AREA++++
IF YOU ARE A TOMORROWS FIRM AND WISH TO LEARN SOMETHING TO YOUR ADVANTAGE,CONTACT: ++ BOB CHILDES, INDUSTRIAL DEVELOPMENT OFFICER, NORTH EAST LANCASHIRE DEVELOPMENT COMMITTEE, TOWN HALL, PADIHAM, LANCASHIRE++++ TELEPHONE PADIHAM 71557/73005.++++++
N.E.L.D.C.++++ N.E.L.D.C++++ N.E.L.D.C.++++

Appointments to Airworthiness Requirements Board

The Civil Aviation Authority has appointed Mr. John Ross Stainton, CBE, deputy managing director of the British Airways Board and chief executive Overseas Division; Mr. Rex Abbott Smith, OBE, managing director of the CSE Group of Companies; and Mr. Roy Watts, group director and chief executive of British Airways European Division, to be members of the Airworthiness Requirements Board.

The Board, which consists mainly of members appointed upon the nomination of aviation interests (constructors, operators, insurers and pilots) was set up by the Civil Aviation Act 1971 to advise the Civil Aviation Authority on airworthiness matters.

Mr. C. Abell, Mr. P. C. F. Lawton, Sir Matthew Slattery, Mr. N. E. Rowe and the Earl of Bandon are retiring from the Board.



The *Larak* enters the river Clyde after her launch at Yarrow Shipbuilders' yard by Mme. Sholeh Attaie, wife of the Commander-in-Chief Imperial Iranian Navy. The support vessel is the second of a two-ship contract awarded to Yarrow Shipbuilders in 1972 by the Imperial Iranian Government. The vessel will be used for disaster area relief operations, general cargo transportation and a variety of naval duties.

Services to exporters

The following Government offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YI
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds LS1 4JQ
Tel. (0532) 38232. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumberland CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

G. D. Searle & Co./Gold Cross Hospital Supplies Ltd.

Brooke Bond Liebig Ltd./Baxters (Butchers) Ltd.

Pipeline landfalls – a discussion paper

A discussion paper indicating the broad areas where companies operating in the North Sea oil fields might wish to bring oil and gas ashore has been published by the Scottish Development Department.

Entitled 'North Sea Oil Discussion Paper – Pipeline Landfalls', it supplements the discussion paper on the Interim Coastal Planning Framework which was published in October 1973, and it is being circulated to planning authorities and other interested organisations.

The paper outlines the nature and scale of development associated with landfall sites, describes in detail the different installations associated with landing oil and gas, and establishes the main criteria for selecting sites. It concludes that, in the light of known discoveries and on the assumption that the shortest route will be required from well to land, sites are most likely to be selected in Shetland, Orkney, Rattray Head area, and possibly also the Inner Moray Firth.

The paper suggests that, although it is unlikely that any gas will be landed in Shetland, it is very likely that considerable amounts of oil will be landed; Sullom Voe has already been identified as the most suitable of the sites available for major developments.

In Orkney, Scapa Flow provides ample sheltered deep water suitable for tanker terminals and this may attract companies wishing to transport oil by tanker in preference to the nearest mainland sites at Duncansby Head and Rattray Head which have no sheltered deep water.

Interest has also been expressed in the Inner Moray Firth area, which could provide both soft pipeline landfalls and an easy land route south and west, or a tank farm and tank terminal site, but development is likely to depend on new oil or gas discoveries.

The Rattray Head area has already attracted one gas and one oil pipeline. Because onward distribution must be by under-land pipeline the capacity of the route southwards to take further pipelines will influence decisions on further landings to the area.

The information in the discussion paper is presented to assist planning authorities in drawing up their own policies and to help developers in selecting sites. The paper is issued without prejudice to the decisions of the authorities, or of the Secretary of State, on individual planning applications for specific sites, each of which will have to be considered on its merits in the normal way.

Copies may be obtained from the Scottish Development Department, Room 364A, St. Andrew's House, Edinburgh 1.

New VAT publications

Four new VAT publications are available from Customs and Excise.

VAT News No. 2, the second of a quarterly series, is mainly concerned with details of the VAT changes announced in the March 1974 Budget statement.

Supplement No. 1 to Notice No. 707 (Special schemes for retailers) explains the procedures which must be followed by retailers using special VAT schemes who have been affected by the VAT changes in this year's Budget.

Supplement No. 2 to Notice No. 707 and a new Notice No. 716 (Changes in the rate of tax) are both about the procedures which would be required if the standard rate of VAT were to be changed (either upwards or downwards). The issue of these publications does not mean that the rate is about to be changed. A number of trade associations have asked for this advice, so that their members may have time to study in advance what they would have to do if the rate were ever to be increased or reduced. Notice No. 716 deals with the general questions which would arise and Supplement No. 2 to Notice No. 707 explains what retailers using the special schemes would have to do.

Retailers are receiving all four publications. Other VAT registered traders will receive only VAT News No. 2 and Notice No. 716.

Rolls-Royce (1971) Ltd. has made important advances in the high-temperature operation of jet engines with this air-cooled turbine from an experimental engine which has run at temperatures more than 150 degrees centigrade higher than those normally used in modern aircraft. Operation of engines at progressively increased temperature has been made possible through the advances in cooling techniques tested on this demonstration unit which was designed at the Rolls-Royce research department. Results of the test programme enable commercial engines to be designed with a lower weight for a given thrust and the thrust of existing engines to be increased by driving larger diameter fans. As well as increasing the fuel consumption and the general performance of the engines, advances in their temperature capability are valuable in extending the life of components and thus in reducing operating costs.

Metrication order on sugar

A proposal to allow all grades of sugar to be sold by retail in an alternative range of metric quantities from 1 October 1975 is contained in a draft order laid before Parliament and published on 31 May. Sugar is one of a wide range of groceries, which, if prepacked, may currently be sold only in prescribed imperial quantities.

The order also implements those provisions of a directive adopted by the European Economic Community in December 1973 that require white sugars in specified metric quantities to be freely traded from 1 January 1976.

The new metric packs must be marked in both metric and imperial units under existing regulations and new regulations due soon will also require them to indicate that they are metric packs.

The Department of Trade and Industry announced the opening of formal consultations in October 1972 with interested organisations about British refiners' proposals to be allowed in due course to sell sugar in metric packs. The proposed range of metric quantities was subsequently modified in the light of comments made by consumer organisations.

Pasta and salt may be sold in metric packs from 1 July 1974 and 1 January 1975 respectively under comparable orders made on 23 November 1973 under the Weights and Measures Act 1963.

The Order is subject to Parliamentary approval but it would in due course make it legal to sell all grades of sugar in quantities drawn from one or other of the following ranges:

12 oz., 1 lb., 1½ lb., or a multiple of 1 lb., 125 g, 250 g, 500 g, 750 g, 1 kg, 1.5 kg, 2 kg, 2.5 kg, 3 kg, 4 kg, or 5 kg.

Copies of the Draft Order, The Weights and Measures Act 1963 (Sugar) Order 1974, may be obtained from HMSO, price 3p.

Trade inquiries about all these orders may be addressed to the Department of Prices and Consumer Protection, Standards, Weights and Measures Division, Abell House, John Islip Street, London SW1P 4LN (tel. 01-834 4422, ext. 177).

Parliament

Friday, 24 May

Postal charges

Mr. Tom King (Bridgwater) asked what percentage increase in postal charges would be required to enable the postal services of the Post Office to meet its operating target.

Mr. Benn replied that the postal services were not subjected by the previous Government to any target beyond their part of the general statutory duty of the Post Office or break even taking one year with another. Power to compensate the postal business for the effect of price restraint was however, included in the Statutory Corporations (Financial Provisions) Act 1974.

Investment grants

Mr. King also inquired the proportion of the moneys spent on investment grants in 1969-70, 1970-71, 1971-72, 1972-73, 1973-74 *which went to operations in the assisted regions.*

Mr. MacKenzie answered: 'Investment grants were paid at standard rates for Great Britain with enhanced rates for the Development Areas.

'44 per cent of grant paid on plant and machinery computers and mining works in 1969/70 was at the Development Area rates; 48 per cent in 1970/71; 46 per cent 1971/72; and 57 per cent in 1972/73. Details for 1973/74 will be published in the Annual Report under the Industry Act 1972.

'These percentages exclude grants paid in the Intermediate Areas at the standard rates; separate figures are not available.'

Asset growth in manufacturing industry

A table was asked for by Mr. Nicholas Edwards (Pembroke) showing how much asset growth in manufacturing industry in this country was financed from external sources and how much from internal sources from 1950 *to the latest available date.*

Mr. Meacher answered: 'The information available relates to large quoted companies in manufacturing and is given in the table below. The figures show the relative importance of external and inernal sources of funds in financing the increase in assets arising from total expenditure on fixed assets, the acquisition of subsidiaries etc, increases in current assets and in investments, as shown in the Business Monitor, M3. External sources are taken as the proceeds of issues of share and loan capital (including those issues in exchange for subsidiaries), investment grants and other capital receipts, increases in creditors and in bank and other short-term borrowing. Internal sources are taken as gross income (including depreciation) less interest, tax and dividend payments. The relative importance of external and internal sources is to some extent arbitrary and depends upon the extent to which receipts are netted off expenditure and on the coverage of expenditure.'

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

SOURCES OF FUNDS FOR EXPENDITURE ON ASSETS
Large quoted manufacturing companies[1]

	Percentage of total	
	External sources	Internal sources
1950	33	67
1951	39	61
1952	21	79
1953	21	79
1954	30	70
1955	39	61
1956	37	63
1957	43	57
1958	25	75
1959	33	67
1960	41	59
1961	48	52
1962	45	55
1963	37	63
1964	43	57
1965	48	52
1966	47	53
1967[2]	60	40
1968[2]	63	37
1969[3]	63	37
1970[3]	65	35
1971[3]	35	65
1972[3]	41[2]	59[2]

[1] Based on Department of Industry analysis of the accounts of large quoted manufacturing companies operating mainly in the United Kingdom: the population of companies covered by this analysis was revised in 1960, 1964 and 1969.

[2] Investment grants are included in external sources from 1967 onwards and affect the percentages from that year. They correspond to certain capital allowances which reduce tax payments and so increase internal sources of funds.

[3] Based on provisional results for 1972 derived from accounts analysed up to 30 September 1973.

IRI profits

Mr. T. H. H. Skeet (Bedford) asked if the Secretary of State for Industry would seek to obtain and publish the profits of the Italian Corporation IRI for each of the past five years and the return on net assets.

'I have been asked to reply,' said Mr. Deakins. 'The 1973 accounts of the Italian Corporation IRI are not available either in London or in Rome. The following figures have been extracted from the annual reports for the years 1969-1972.

Profit and Loss Account (Billion Lire)

	1969	1970	1971	1972
Net profit	60.7	65.6	62.9	58.5
Net Assets (Billion Lire)	1969	1970	1971	1972
	2,799	2,980	3,282	3,503

'These give a return on assets of 2.17 per cent, 2.20 per cent, 1.92 per cent and 1.67 per cent respectively.'

Birmingham Airport

The numbers of commercial air passenger transport movements at Birmingham Airport in 1968, 1969, 1970, 1971, 1972 *and* 1973 *were requested by Mr. Tierney (Birmingham, Yardley).*

Mr. Clinton Davis said that the figures for 1968/1972 published in the Business Monitor and for 1973 to be published in due course by the Civil Aviation Authority were as follows:

	Commercial movements Air transport
1968	14,572
1969	13,721
1970	13,769
1971	15,271
1972	18,225
1973	21,585

The term 'air transport movement' is defined in the Business Monitor. The figures for air transport movements may include some aircraft carrying freight only.

Warning lights on oil rigs

Mr. John Cordle (Bournemouth, East) asked if the Secretary of State for Trade was satisfied with the arrangements made to maintain warning lights on oil rigs situated in coastal waters; and who had the responsibility to ensure the adequate lighting of all such rigs.

'Yes, Sir' replied Mr. Clinton Davis. 'To safeguard shipping we require adequate marking and lighting of oil rigs in our coastal waters under Part II of the Coast Protection Act 1949 as extended by the Continental Shelf Act 1964.'

World exports of manufactured goods

Mr. John Garrett (Norwich, South) wanted to know the British share of world exports of manufactured goods in 1950, 1960, 1970 *and the latest available year.*

Mr. Deakins answered that the United Kingdom's share of the total value of exports of manufactured goods by the world's twelve main manufacturing countries* was 16.5 per cent in 1960, 10.6 per cent in 1970 and, as provisionally estimated, 9.4 per cent in 1975. 'Figures are not readily available for years earlier than 1954, when the United Kingdom's share was 20.2 per cent.' he said.

* United Kingdom, United States, Canada, France, German Federal Republic, Italy, Belgium, Luxembourg, Netherlands, Switzerland, Sweden and Japan, accounting in 1971 for 77 per cent of exports of manufactured goods by all countries.

Food subsidies

The Secretary of State for Prices and Consumer Protection was asked by Mr. Fred Silvester (Manchester, Withington) to state the value in pence per week of food subsidies so far announced on average for pensioner households, households with three or more children.

'The estimated saving is 32½p per week, for an old age pensioner couple; and 73½p per week for a family of two adults and three or more children,' said Mr. Williams.

Retail margins

Mr. Silvester asked for an estimate of the value of the 10 per cent, cut in retail margins established under the Price Code, taking into account those retailers whose gross margins were already reduced from their reference level and those retailers exempted because of the current level of their net margin.

Mrs. Williams answered: 'Taking into account the safeguards and the fact that retailers' net profit margins on average are already below reference levels as indicated in the latest Price Commission report, it can be estimated that the effect of the 10 per cent cut will be to reduce net profit margins in the food sector by something between 6 per cent and 8 per cent and in the non-food sector by between 7 per cent and 10 per cent.'

Independent bakers

Mr. David Steel (Roxburgh, Selkirk and Peebles) asked what representations had been received from the Bakers' Federation on the situation of independent bakers; and also about plans to safeguard the existence of independent plant bakers.

Mr. Maclennan answered: 'We have received representations from the Federation of Bakers about the decline in the profitability of the plant baking industry as a result of the operation of the Price Code. We have agreed to consider these representations in the context of the general review of the Price Code, which we shall be undertaking over the next few months.'

Government Sales

Ministry of Defence

11 June 1974

Location: Ordnance Storage & Disposal Depot RAOC, Ruddington, Notts.

Auctioneer: Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent DE14 1HD (Tel: 0283-46657)

Approx 700 lots which include earth mover spares and components, vehicle tyres and spares, textiles, blankets, furniture, household equipment, electrical and electronic spares, engineering stores, aircraft spares, machine tools and a large quantity of other miscellaneous stores.

20 June 1974

Location: Memorial Hall, High Street, Chatham, Kent.

Auctioneers: Fuller, Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

The lots on offer comprise textiles and service clothing which include raincoats, blankets, boots and shoes, carpets, rugs and mats, 9 tons of woollen, cotton and mixed rags. Household kitchen and office furniture, MT and electrical spares, wrist, stop and pocket watches, binoculars, cameras and lenses, Jones KL 66 mobile crane, Ford Anglia estate car, Hillman minx saloon, Ford Transit van and trailer mounted electrical workshop, generator, charging sets and air compressor.

Catalogues of the above sales, which give details of the lots, conditions of sale, viewing times etc. are available from the relevant auctioneers from two weeks prior to and up to the date of the sale, price 10p (postal orders only).

BOILERS FOR SALE

The Trent Regional Health Authority invites offers for the purchase of:–

Two Coal fired Boilers by Danks of Netherton 16 ft. long x 8 ft. 6in. diameter.

Evaporation rate 7,500 lbs. per hour each (from and at 212°F). Aged 11 years. Economic 3 pass wet back type.

These boilers were in good working order when removed from service in October, 1973. Each boiler is complete with ancillary valves and fittings, induced draft fan and motor, insulation and cladding.

Tender forms with Conditions of Tender and arrangements to view on application to:–

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TRENT REGIONAL HEALTH AUTHORITY,
FULWOOD HOUSE,
OLD FULWOOD ROAD,
SHEFFIELD. S10 3TH.

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Exhibitions and Fairs

Visitors watch a demonstration on a British stand at last month's International Baking Trade Fair in Dusseldorf. Joint venture participation of a dozen United Kingdom firms, sponsored by Process Plant Association (Bakery Equipment Section), was supported by British Overseas Trade Board.

UK furniture manufacturers in Copenhagen breakthrough

From Barry Hatwell, Commercial Department, British Embassy, Copenhagen: At long last, Scandinavian furniture makers have allowed foreign manufacturers to show their wares at the annual exhibition, held this year in Copenhagen, 8-12 May. The exhibition organisers, working in conjunction with the four trade associations involved, however, kept the newcomers strictly away from the main exhibition at the Bella Centre and set up an international section at the Mart, a purpose-built building providing permanent showrooms for the fashion trade, adjoining the Sheraton Hotel in the centre of town.

The British group seized the opportunity and dominated the international section with a joint venture of 23 British companies sponsored by the British Furniture Manufacturers Export Club. Other non-Scandinavian exhibitors came from Holland (10), Belgium (7), Italy (6), Spain (3), West Germany (2) and Switzerland (1).

Buses brought trade visitors from the Bella Centre to the Mart but, unfortunately, no separate attendance figures were collected for those visiting the international section. The British exhibitors, however, made many good contacts with buyers from several countries outside Denmark and were generally satisfied with their first effort and the orders received.

The BFMEC has already decided to exhibit in the 1975 event, preparatory to participating in the 1976 exhibition which should take place in the new exhibition and congress centre being built at Amager near Kastrup Airport and when it is hoped that the Scandinavians will face up to competition and allow all who can be accommodated, from wherever they come, to exhibit in one group.

Industrial plant grows in Belgium

From Roger Jame, Commercial Department, British Embassy, Brussels: After a two-year absence, the UK returned officially to the Third Biennial International Industrial Equipment Exhibition, Brussels, 16-22 May, with a joint venture in the hydraulic section sponsored by BOTB and the Association of Hydraulic Equipment Manufacturers. Eight British companies participated and others exhibited separately, both in the hydraulic section and elsewhere.

It is also worth mentioning that Britain was well represented at PROPACK, the Triennial Packaging Exhibition, held this year at the same time and place – the Palais du Centenaire.

The Industrial Equipment Exhibition began somewhat modestly in 1970 with 7,000 sq. m of space. This year's exhibition covered some 30,000 sq. m with the equipment of 1,500 companies on 530 stands and representing 28 countries. Particular emphasis was laid this year on industrial security and hygiene, the importance of which was underlined by the Minister of Public Works who performed the opening ceremony.

The hydraulic equipment market in Belgium is a rapidly proving one which is currently worth some £6-7 million a year. It is part of this market which the British exhibitors were determined to obtain.

John Nosworthy, director of the Hydraulic Equipment Manufacturers Association declared himself extremely satisfied with the exhibition which, he said, had thrown up a large number of really worthwhile inquiries. He is convinced that prospects for future business in the hydraulic field are excellent. This was also the general impression of exhibitors in other sectors.

The British exhibitors taking part officially in the attractively-designed and well-positioned stand included Chamberlain Industries Ltd., showing hydraulic motors, systems and tube-bending machines; Dowty Hydraulic Units Ltd., with pumps, motors, valves, etc.; and Dowty Seals Ltd., with seals, packings and 'O' rings.

Columbus Dixon, already well-entrenched and extremely active locally, displayed its range of floor cleaning equipment. Thor Tools Ltd. showed pneumatic tools; VCC International, a selection of filters, breathers, valves, test equipment and couplings; Redmen Heenan Froude Ltd., electrical control units; and Keelavite Hydraulics Ltd., pumps, motors and hydraulic systems.

Japan spends more on home comforts

A wide range of visitors admires British products at the International Good Living Show in Tokyo.

From R. S. Howe, Second Secretary (Commercial), British Embassy, Tokyo: The 3rd International Good Living Show took place in Tokyo, 26 April-6 May. Over 600,000 visitors were attracted to the exhibition during its 11-day run. Exhibits covered a vast range of furnishings, fittings, household equipment and decorative items used in the home, with about 500 manufacturers and 30 countries involved.

For the first time there was an official British stand, co-sponsored by the Building Centre, London, and the British Overseas Trade Board. This was an appropriate time for British exhibitors to take an interest in the market. Higher incomes, a growing taste for western fashions and the trend for Japanese to spend more on home fittings and improvements point to long-term potential in this field, even though immediate rewards are not likely to be great.

Six British firms participated: Cannon Rubber Co. Ltd., Christon Associates Ltd., Commercial Plastics Ltd., Denbyware Ltd., Dermide Ltd. and Slatex Ltd.

Their products ranged from wall-to-floor coverings, table ware, automobile and household rubber mats, decorative wall panels, clocks and wall fittings.

All exhibitors were greatly encouraged by the interest shown in their products by trade visitors and the general public. Useful business contacts were made. All exhibitors are confident that their participation in the show will lead to increased business. The home decorating and fitting trade in Japan is one to watch for long-term development.

Big demand for British leather at New York show

From J. B. Houldsworth, British Trade Development Office, New York: Shortages of man-made shoe materials, still rising inflationary pressures, and uncertainty over future style directions, were reported as the main reasons for an unusually large turnout of US shoe manufacturers to the recent Leather and Allied Exposition in New York, and representatives of seven British tanning companies were on hand to take advantage of a valuable opportunity to meet new prospective customers, who were attracted to the UK exhibit.

The British firms participated successfully at the New York event as members of a joint venture sponsored by the Leather Institute and supported by the British Overseas Trade Board. UK tanners have exhibited at New York Leather Shows for many years and present the only strong overseas challenge to the domestic tanners who dominate these events. The present show heralded the official New York opening of the Spring/Summer 1975 fashion shoe materials market, and on hand to view the industry's new looks, were leading US leather and material buyers, department stores, chain and independent shoe buyers, and footwear and apparel designers, and fashion directors.

As usual new leathers were the centre of attraction, and the British tanners had much to offer at acceptable prices. W. Pearce and Co. Ltd., through their New York subsidiary, are particularly well known in the New York leather trade, and in addition to their fine display of footwear leathers they also included speciality leathers for the top end of the leather goods market. Aniline Leather Co. Ltd., one of Britain's principal suppliers of top grade leather for saddlery and harness, also successfully launched garment and leathergoods leathers, whilst British Chrome Tanning displayed their specialised range of glace kid for the footwear trade.

The current trend towards preserving the natural qualities of leather is now reflected in colour, and Harrold Leather Manufacturing Company, presented their Spring 1973 range in muted shades, including a new aniline with a transparent look. The British group display also included an attractive range of buffalo calf and fancy leathers from Stimpson-Perkins Ltd., high grade calf skins from W. E. and J. Pedoby Ltd., and top grade lining leathers from Reginald Dickens Ltd.

With US shoe retailers in a cautious mood, as evidenced at recent shoe shows, footwear manufacturers are expected to take their time about making their raw material purchases for Spring 1975. Despite this, tanners are in a better position than they have been in several years as the growing shortage in man-made uppers has brought a number of shoe producers back into the leather market, and tanners are now reporting strong interest in their new lines, and some substantial orders for early Winter 1974.

British tanners are already well represented in the US market, and there is every indication that American users of quality leathers will continue to remain bullish about their British resources in the foreseeable future. As a result there is a strong possibility that during the current year exports of British finished leather to the United States will top $20 million for the first time ever; a considerable achievement for such a relatively small but export-minded industry.

A textile machinery event for Budapest in October

The International Exhibition of Machinery for Textile, Clothing, Leather and Shoe Industries (LIMEXPO) will be held in Budapest 9-16 October.

The London Chamber of Commerce is sponsoring a group of manufacturers to exhibit at this event and BOTB will give support on joint venture terms if there is sufficient response from British industry.

The Hungarian authorities have advised that French and Italian manufacturers will be strongly represented and that there will be a 60 million US dollar investment and purchasing programme to support this fair.

The deadline for confirming entry into this exhibition is 28 June and interested firms should apply as soon as possible to: C. J. Land, Esq., London Chamber of Commerce and Industry, 69/75 Cannon Street, London EC4; tel. 01-248 4444.

Export Business

Worth more than £145,000 in foreign exchange, a batch of 50 Land Rover ambulances for the health department of the Libyan Arab Republic has been completed in a record time of three weeks by specialist bodybuilding company Pilchers (Merton) Ltd., Burgess Hill, Sussex. Each vehicle can carry four seated patients on a bench seat along one side, plus an extra patient on a stretcher; alternatively, two stretcher cases may be carried at a time instead. Each ambulance is based on a 109-in. wheelbase petrol-engined Land Rover pick-up, to which Pilchers has added a body superstructure constructed of two glass-reinforced plastics skins separated by an insulated layer of glass-fibre wool. In its last financial year, Pilchers exported 92 per cent of its total production.

Islands in the sun switch to £2m British generators

Crossley-Premier Engines Ltd., Manchester, a subsidiary of Amalgamated Power Engineering Ltd., is to supply three large diesel engine driven a.c. generator sets for electricity power generation on the islands of Fiji and Bermuda. The three diesel generators have a combined value of £2 million and are scheduled for commissioning mid-1975.

For Fiji, two 14-cylinder Crossley-SEMT-Pielstick type PC3V engines are to be built. These engines, of 13,115 bhp each, are to drive 9.5 MW 11/11.5 kV Parsons Peebles a.c. generators at 428 rev/min. The sets are to be installed in the Kinoya power station of the Suva City Council.

An 18-cylinder type PC3V engine of 16,860 bhp at 450 rev/min. is to be built for the Bermuda Electric Light Co. Ltd., and this engine will drive a 12.2 MW 13.8 kV Parsons Peebles a.c. generator. This contract is an extension to the Belco power station on Bermuda where two Crossley-Premier-built 18-cylinder type PC2V engines and 6.5 MW a.c. generators have recently been installed.

All three engines will be provided with an air-to-air cooling system, probably the largest engines to be equipped with this most advanced method of maintaining engine output in high ambient air conditions. Crossley is responsible for the supply of the complete generating plant, ancillary equipment, erection, and commissioning.

These are the first of the larger and more powerful SEMT-Pielstick type PC3V engines to be built at Manchester. They are suited equally for propulsion and power station duties. Amongst SEMT-Pielstick licencees throughout the world, Crossley is one of the major suppliers of the smaller type PC2V engine which is now built in powers up to 11,540 bhp with 18-cylinders.

A steam cracking furnace for Swede chemical firm

GKN Birwelco Ltd., which recently moved its offices and headquarters to Mucklow Hill, Halesowen, has been awarded a contract by Esso Chemical AB, Stenungsund, Sweden, for the supply, delivery and erection of a sixth steam cracking furnace.

The value of the contract is in excess of Sw Kr 11 million (over £1 million).

Consultants expand Algeria iron works

W. S. Atkins & Partners, consulting engineer of Epsom, has been chosen by Algeria to assist on a £300 million extension to the El Hadjar iron and steel works at Annaba. This consultancy contract will be financed partly by a loan obtained by the Algerian state steel authority, Société Nationale de Siderurgie (SNS), through the National Westminster Bank, guaranteed by the Export Credits Guarantee Department. (*See also page 500.*)

At Annaba, the Algerians are integrating W. S. Atkins personnel into their own team of specialists. Working side by side, the Algerian-British team will reach the targets set by SNS and ensure that specialist technical knowledge is transferred quickly to the Algerians.

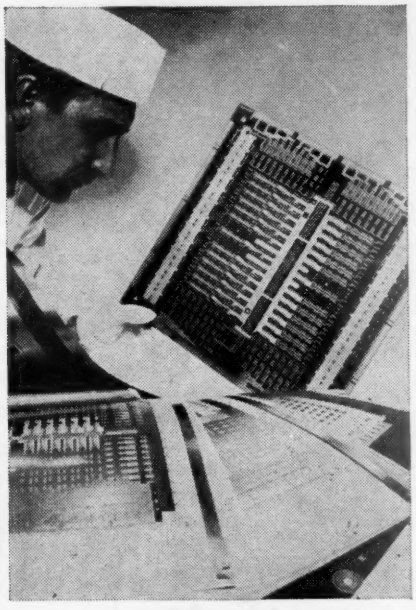
The El Hadjar project, which will increase the annual capacity of the steelworks from 400,000 tonnes to 2 million tonnes, will be controlled and administered by SNS, which aims to become one of the world's leading producers of high quality steel.

'Countries such as Algeria are to be admired when they engage in comprehensive plans for development which include the necessary infrastructure and the building of industries that enable them to become self-supporting,' says W. S. Atkins, chairman of the W. S. Atkins Group. 'Steel production is a vital element in this expansion and as a Group we are indeed privileged to have been chosen by Algeria to assist in the important development at El Hadjar.'

El Hadjar steelworks was started some 14 years ago with a sinter plant, blast furnace, thermal power station, oxygen plant and general services. Four years later SNS added an electric-arc furnace, LD steel plant, hot and cold strip mills, seamless and spirally-welded tube plants, oxygen plant and ancillary services.

The new phase will develop the port area and add coke ovens; a second sinter plant and blast furnace; reconstruction and expansion of the LD plant; a continuous-casting plant; expansion of the hot and cold strip mills; a rod and bar mill; expansion of the power station; additional oxygen plant; ancillary plant; workshops and services.

The W. S. Atkins Group, one of the largest integrated engineering, planning and management consultancies in Europe, has been providing services to industry, commerce, governments and other organisations throughout the world for almost 30 years. Norway, Spain, Denmark, New Zealand, the Philippines, Tunisia and Argentina are some of the countries where it has recently worked. Together with the British Steel Corporation, it is also involved in a major steel plant in Mexico.



For developing multi-layered printed wiring boards for use in digital computers, Ferranti Digital Systems Division has received the Queen's Award to Industry 1974 for technological innovation. The boards contain as many as 24 layers with buried through-hole plated connections. In three years the value of multi-layered boards produced exceeds £2 million of which about 25 per cent was for other companies.

Bumper-bar plant for Spain, Norway

Redman Division of Fielding and Platt have announced two orders from Europe for automobile bumper-bar roll-forming machines which together total some £400,000. This highlights, they say, the company's continuing and successful drive to increase its share of overseas markets. The orders were won from COINTRA of Spain and Raufoss of Norway and both call for two Mk 1 machines. Those for COINTRA will join two Redman Mk 1 machines already installed and will be used to expand this company's output of conventional chrome-plated mild-steel bumper bars for Spain's growing automobile industry. The two Mk 1 machines ordered by Raufoss will be installed alongside two similar machines and all four will be used for the production of extruded-aluminium bumper bars, a duty requiring exceptionally fine control. Three further roll-forming machines are employed on the production of other types of bumpers so delivery of the two Mk 1 units will bring to seven the total number of Redman machines in use at Raufoss.

Part of a batch of Rotork 'E' range modulating control valve actuators, which will be used in aircraft refuelling at the new Roissy Airport, Paris, during final assembly and testing. Introduced two years ago by Rotork Controls Ltd., who hitherto had specialised in on/off valve motorisation, the electro-hydraulic 'E' range was said to represent a radically new approach to the continuous modulation of process control valves.

Pye sells colour TV to Gulf State . . .

Pye TVT Ltd. of Cambridge have announced a contract worth £300,000 for a TV outside broadcast vehicle for the Arabian Gulf State of Abu Dhabi.

The van will be equipped with four LDK2 colour TV cameras. The vision mixing and processing equipment, audio mixing and tape equipment will enable the vehicle to be used as an independent mobile studio.

The existing Abu Dhabi television service is monochrome, and the Pye TVT colour van will be used as a temporary control for the first colour transmissions, while the service is replaced by an all-colour system.

The contract was signed on behalf of the Abu Dhabi Government by A. E. Sheikh Almed Bia Hamed, Minister of Information and Tourism, and by Peter Tunnah, Middle East sales manager of Pye TVT.

Pye TVT offers a range of OB vehicles which can be adapted to the customer's particular requirements. In the case of Abu Dhabi, where a hot, sandy and dry atmosphere prevails, special additions were required to the standard van. The vehicle is fitted with a false roof to deflect the sun and create an air flow. A canvas awning which is pulled out from the edge of the roof and arranged as a skirt protects the sides of the van from direct heat. Additional air conditioning plants will be installed to improve internal working conditions and the cameras will be fitted with protective shields.

The contract follows the recent successes of Pye TVT for outside broadcast vans in Korea, Australia, China, Sierra Leone, Egypt and Nigeria.

. . . so does Rank

The Dubai Broadcasting Service in the Arabian Gulf has ordered broadcast equipment worth nearly £200,000 from Rank Cintel and Rank Audio Visual for use in a new colour television centre.

Under the direction of Sheikh Rashid bin Said al-Maktoum, Ruler of Dubai, and Riad Schuaibi, Director-General of Dubai Radio and Colour Television Service, the 56,000-sq. ft. Centre will be completed by September this year – eight months from the day construction began.

It is likely to be the fastest-ever time scale in which a colour television service emanating from a permanent studio building has been set up anywhere in the world, states Rank.

The order is for 2 Cintel Photo-Conductive Telecines, 1 Cintel 9000 Colour VTR Unit, 1 Strand MMS 100 Channel control system, 1 Strand SP Control Board (60-way) and Ianiro studio lighting systems.

The choice of this sophisticated equipment for the £1,300,000 Centre will give Dubai a technological lead in broadcasting in the Gulf area. The Cintel VTR Unit, for example, is the first slant track video tape recorder designed to meet full colour broadcast standards. It uses two hot pressed ferrite heads and two-inch tape and gives broadcast television stations improved performance and facilities with significant savings in operational and capital costs.

A further example of the forward-thinking policies aimed at keeping Dubai in the forefront of technology is the choice of lighting and lighting control systems.

The Television Centre, being built by the Al Mulla Construction Co., will have three studios surrounded on three sides by a two-storey U-shaped administration block. There is also an 11,000-sq. ft. transmitter block and a 400-ft. mast. The Service will operate as a commercial station with a 'mix' of programmes in both Arabic and English.

Tubes for India factory via trader in Tokyo

APV-Paramount Limited of Crawley, Sussex have received an order from Okura Trading Company Limited in Tokyo for 32 steam reforming furnace tube assemblies. This order worth £22,000 opens an association between the two companies and is therefore of considerable importance.

The assemblies will form part of an ammonia plant being built in India by the Japanese contracting company, Hitachi-Zosen.

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BRUSSELS: David K. Tosic, manager / H. Frank Vonderach, assistant manager / Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium / 13.01.49 & 13.54.05 / Cable: MARPORT • LONDON: Kenneth L. Newton, manager / Moor House, 119 London Wall / London, England EC2Y 5ET / 01-638-8330 / Cable: BALTPORT

Trade Information

Export credit insurance: how ECGD can help

In 1972/3, the Export Credits Guarantee Department insured over £4,000 million worth of exports. The attractions of insuring export credit with the Department are obvious to firms of most sizes and descriptions. But there are perhaps special attractions for firms whose exports are growing very rapidly. Such firms often know less about how ECGD can help their efforts in overseas markets than those who have been exporting substantially for some time.

Yet the firm that is expanding very rapidly generally stands to be worse hit by a large bad debt or when a country with which it is doing a lot of trade imposes restrictions on the transfer of its currency. In the past five years about 30 countries imposed such restrictions, and when this happens, although the money is usually paid in the end, the effects on cash flow for individual companies can be disastrous. Some time ago the Department paid out more than £20 million on a single market, Ghana, to its policy holders. Without insurance some firms were very seriously hit.

Once an exporter is insured with ECGD many of his worries end when he has made his sale. Of course this does not mean that he need take no further action in recovering outstanding debts; he is expected to take the same kind of action to get his money as he would if he were not insured. But at least he knows that if this proves impossible, ECGD will pay for all the common causes of loss, provided the exporter and buyer have fulfilled their obligation prior to default.

To many exporters credit insurance has a more dynamic appeal. They feel they can break into new markets and sell to more buyers than they could without insurance. They can sell on normal credit terms when otherwise they would have had to insist on cash, and perhaps not won the contract. In other words, to them credit insurance is a means of expanding sales safely.

What are the snags? There is, of course, a premium to pay. But at present it is an extremely low one, averaging out for short-term business at 22p per £100 insured. The Department has been able to keep premiums down to a very low level because it encourages exporters to insure the whole of their export turnover. This is the kind of protection that most of its policy holders want, but it is a misconception to assume that the Department insists on this form of cover. If a firm is quite happy about some of its markets, the ECGD is quite content to insure him in others, provided he offers a fair spread of risk. The Department would not want simply to insure him in all his worst markets!

What about the red tape? Of course, there are forms to fill in and procedures to be observed. The ECGD is in business on a commercial basis, and has to make checks on the credit worthiness of buyers just as would any prudent firm. It has to give buyers a reasonable time to pay before 'writing off' a debt, but a constant effort is made to keep delays and formalities to a minimum.

In April 1975 a new form of Comprehensive Guarantee is being introduced which, while it gives substantially the same cover for most policy holders, cuts the bulk of documentation by up to 75 per cent.

The basic procedures by which credit limits are agreed between the exporter and the Department are very straight-

Roy Price (second left), general manager, Clark Equipment Ltd., Camberley, demonstrates an earth mover to a group of high-level West German visitors concerned with export credit insurance. On the right is Robert Fell, secretary of the ECGD. The earth mover is part of a consignment destined for export. Clark Equipment, which exports more than 75 per cent of production from its Camberley plants, has been an ECGD policy holder for some 15 years.

forward. There is no question of the Department having to vet every export contract. Indeed, for contracts up to £2,000 – and in some cases very much larger sums – an exporter does not have to get approval at all to give credit provided he takes certain precautions. For amounts above these 'discretionary limits' there is one very simple form to fill in. Once it has been agreed to guarantee credit up to a certain sum with a particular buyer, the approval for credit up to that limit with that buyer is 'rolling ': any number of contracts can be covered, provided the outstanding credit never rises above that sum.

Credit limits are usually approved in a matter of days; sometimes in cases of real urgency on the same day. This is because records on some 200,000 overseas buyers are kept in London. Information comes into the headquarters from a very wide network of sources – banks, credit information agencies and overseas commercial posts. When a buyer is not known inquiries are made overseas. Sometimes reliable information about a buyer is hard to come by, and in such cases delays are inevitable. Long delays, however, are comparatively rare, and when they occur their cause could certainly not be laid at the door of ECGD. If any exporter thinks he knows a quicker way of getting reliable information in these cases, the Department would be delighted to hear from him.

Any exporters who are in any way concerned about their credit risks are very welcome to visit and discuss the matter with any of the Regional Directors, without any need to commit themselves. There are offices in London, Belfast, Bristol, Birmingham, Cambridge, Glasgow, Leeds and Manchester. Exporters will find ECGD's approach very flexible and that every effort will be made to meet their problems.

ECGD's largest consultancy guarantee

The Export Credits Guarantee Department has agreed its largest guarantee of a loan to finance consulting services – for a £300 million extension to the steelworks at El Hadjar in Algeria.

The £17 million loan, by National Westminster Bank, is to finance partly a five-year contract for consulting engineering services being provided by W. S. Atkins & Partners of Epsom, Surrey, to Société Nationale de Sidérurgie – the Algerian state steel authority. (*See also page 496.*)

EEC/EFTA documentation

Complaints are still being received from overseas customers that many UK traders are failing to make available at the time of Customs clearance of the goods the movement certificates necessary to facilitate their entry into the EFTA countries at preferential rates of duty. It cannot be emphasised too strongly that when lack of these certificates results in importers having to pay deposit of duty to clear their goods much goodwill is lost to British exporters.

Once again, therefore, traders are urged to tighten their procedures to ensure:

that movement certificates are provided whenever appropriate;

that the certificate is completed correctly before it is submitted to the UK Customs for endorsement;

that sufficient time is allowed for certificates to be endorsed by HM Customs and still reach the importer before the arrival of the goods to which they relate. This is particularly important for goods being despatched by air.

From 3 June 1974 only Form EUR 1 movement certificates will be issued by HM Customs. The old-style certificates do, however, remain valid and exporters are at liberty to use them up. Full details of the Customs documentation procedures are contained in Customs Notices 810 and 810A which are available from any Customs House or Office of a Collector of Customs and Excise in the UK or from the Secretary, HM Customs and Excise, Kings Beam House, Mark Lane, London EC3R 7HE. **EDB ext. 458/46**

Export control and import licensing of potatoes

A notice published in *Trade and Industry* on 7 February 1974 (page 234) gave information about the imposition with effect from 21 February 1974 of control on exports of potatoes from the United Kingdom under the terms of the Export of Goods (Control) (Amendment No. 2) Order 1974, and a simultaneous relaxation of control of imports of potatoes into the United Kingdom.

In a written reply in the House of Commons on 24 May to a question asking when the export ban on ware potatoes was to be lifted, Mr. Norman Buchan, Minister of State, Ministry of Agriculture, Fisheries and Food said:

> 'The ban will be lifted as from midnight on 31 May, as announced when it was originally imposed by the previous Administration. At the same time, the special arrangements for imports of maincrop ware potatoes will lapse. As the House will know from my Answer to a Question on 1 May from my hon. Friend the Member for Bradford, South (Mr. Torney), action has been taken, to ensure that any surplus arising from the ban is bought in, and to avoid fluctuations in supplies and prices. The best available assessment of the supply situation suggest that there will be sufficient old crop potatoes to meet demand for the remainder of the season.'

The Secretary of State for Trade has now made another Order, the Export of Goods (Control) (Amendment No. 4) Order 1974 signed on 24 May 1974 and effective from 1 June 1974 under which the export control has been removed. With effect from 1 June 1974, therefore, licences will no longer be required for exports of potatoes from the United Kingdom. Copies of the Amendment Order will shortly be available from HM Stationery Office, 49 High Holborn, London WC1V 6HB, and Branches, or by post from HM Stationery Office, PO Box 569, London SE1 9NH.

Import of potatoes other than new or seed potatoes

The arrangements outlined in the above-mentioned Notice for the issue of import licences for maincrop potatoes will not be extended to apply to such imports after 31 May 1974.

Hints to business men booklets

Revised editions of the booklets on Madagascar (the Malagasy Republic) and New Zealand, have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 7146) or to any Regional Office of the Department of Industry.

Peter Shore speaks in support of OECD declaration on trade restrictions

'We think it is of the greatest importance . . . that the payments deficits induced by the sharp rise in oil prices over the last eight months should not give rise to a series of protective measures by major trading nations' said Peter Shore, Secretary of State for Trade, speaking at the OECD Ministerial meeting in Paris on 29 May. 'This would make all our problems much more difficult.'

Mr. Shore reminded the meeting that at the Rome meeting of the Committee of 20 and in the Washington Energy Conference the United Kingdom recognised the need to prevent unilateral measures affecting trade and other current account transfers which would bring with them the danger of chain reactions and would be mutally destructive. 'This is why I am glad to be able to say that the UK Government has decided to join in supporting the Pledge and to accept it without reservation,' he said.

'It is more than usually important, in the face of risks of deflationary effects resulting from the increases in oil prices throughout the world, that overall world economic activity should be maintained as buoyantly as possible. Those countries with a strong balance of payments have a special contribution to make and it is an important part of the general agreement to avoid 'beggar-my-neighbour' policies that they should make that contribution. Failure will not only affect OECD, but the world as a whole!

'It is a good thing that this effort of solidarity is being made today in the OECD. The Declaration should, I hope, have a steadying effect not only on trade relations between member countries but more widely will provide a clear point of reference and standard of behaviour which we hope other countries outside the Organisation can follow. I think we can derive encouragement from what has happened over these last few months culminating in this Declaration. The reaction to a crisis of almost unprecedented severity has been a renewed spirit of co-operation internationally, a new determination to tackle the problems in the OECD and in other international bodies. The action that we are taking today justifies OECD's role as the point at which the different but increasingly interdependent aspects of the world economic situation can be seen and dealt with together in a useful way.'

Earlier, the Secretary of State had stressed that there was hardly a nation represented at the meeting which was not faced with a substantial balance of payments deficit. 'The aggregate deficit is of the order of $40,000 million this year alone,' he said. 'It follows from the scale and the nature of the problem that we face that remedies cannot be found by nations acting alone or, I may say, even in groups of nations acting on their own. What we need is far greater co-operation than we have had before and on a world scale and it is right and proper that this meeting of OECD, which brings together leading trading nations from four continents, should be the forum in which these matters are approached and the first attempts to find their solutions are made.'

Mr. Shore also spoke on aid to developing countries. 'We have to recognise the overwhelming burden facing the hardest-hit among the developing countries' he said. 'We fully support the suggestion that DAC (Development Assistance Committee of OECD) member countries should provide special relief urgently to those countries whose needs are shown to be great . . . we accept the need for DAC members to show that they are determined to respond in a meaningful way to the conclusions of the recent UN Special Assembly and we welcome the proposal that there should be an early high level meeting of the DAC to take these matters further.

DECLARATION

GOVERNMENTS OF OECD MEMBER COUNTRIES,

Considering that, among other factors, the rise in oil prices is aggravating the economic problems confronting Member countries, and notably the problem of inflation, as well as causing additional structural problems, and that it is creating an unprecedented change in the structure of the balance of payments and, in particular, a deterioration of current accounts of Member countries as a whole;

Considering that all Member countries are affected by these developments though in varying degrees;

AGREE:

that the nature and size of the above-mentioned problems facing Member countries as well as a number of developing countries call for wide co-operative action in the fields of economic, trade, financial, monetary, investment and development policies;

that the financing of international payments deficits will constitute a difficult problem for certain Member countries and that, accordingly, Member countries will co-operate fully to facilitate such financing and are ready to consider appropriate arrangements which may prove necessary in this respect;

that unilateral trade or other current account measures by one or more Member countries to deal with this situation would aggravate the problems of other countries and, if generalised, would be self-defeating and have a depressing effect on the world economy;

that countries have responsibilities both as importers and exporters to avoid disruption of regular trade flows;

that, as a matter of urgency and without prejudice to the outcome of the monetary and trade negotiations, there is therefore a need for a joint undertaking having as its objective to prevent new unilateral action which may have a detrimental impact on international economic relations;

DECLARE THEIR DETERMINATION, in the light of the foregoing and for a period of one year,

(a) to avoid having recourse to unilateral measures, of either a general or a specific nature, to restrict imports or having recourse to similar measures on the other current accounts transactions, which would be contrary to the objectives of the present Declaration;

(b) to avoid measures to stimulate exports or other current account transactions artificially; and, inter alia, abstain from destructive competition in official support of export credit and aim at taking appropriate co-operative actions to this effect in the immediate future;

(c) to avoid export restrictions which would be contrary to the objectives of the present Declaration;

(d) to consult with each other, making full use of the general procedures of consultation within OECD, in order to assure that the present Declaration is properly implemented;

(e) to implement the present Declaration in accordance with their international obligations and with due regard to the special needs of developing countries.

Mr. Shore led the British delegation to the OECD Ministerial Council meeting. He was accompanied by Edmund Dell, Paymaster-General, and senior officials from the Treasury, Foreign and Commonwealth Office, Department of Trade and Ministry of Overseas Development.

The Council, which brought together Ministers from 24 countries, was presided over by Antonio Giolitti, the Italian Minister of the Budget and Economic Planning.

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 20 June.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
15.10	Grapeseed acid oil	as in previous column	31 December 1974	15125
	Maize acid oil	as in previous column	31 December 1974	15126
	Soya bean acid oil	as in previous column	31 December 1974	15124
	Sunflower acid oil	as in previous column	31 December 1974	15123
29.04	2,3-Dibromopropan-1-ol containing not more than 0.1 per cent. by weight of 1,2,3-tribromopropane	2,3 Di Bromo propan-1-ol	31December 1974	13287
73.18	Oilwell casing, being seamless or electric welded steel pipes externally threaded at both ends and having a steel coupling screwed on to the threads at one end; an overall length of not less than 9.3 metres and not more than 13.2 metres with an outside diameter, apart from the coupling, of not less than 138 mm and not more than 141 mm and a wall thickness, apart from the coupling, of not less than 7 mm and not more than 8 mm.	Oilwell casing	31 December 1974	14666
	Oilwell casing, being seamless steel pipes externally threaded at both ends and having a steel coupling screwed on to the threads at one end; an overall length of not less than 9.3 metres and not more than 13.2 metres with an outside diameter, apart from the coupling, of not less than 175 mm and not more than 180 mm and a wall thickness, apart from the coupling, of not less than 8 mm and not more than 10 mm.	Oilwell casing	31 December 1974	14666
	Oilwell tubing being seamless steel tubes externally threaded at both ends and having a steel coupling screwed on to the threads at one end; an overall length of not less than 7.5 metres and not more than 10.8 metres with an outside diameter, apart from the coupling, of not less than 59 mm and not more than 68 mm and a wall thickness apart from the coupling, of not less than 4 mm and not more than 12 mm	Oilwell casing	31 December 1974	14666
	Oilwell tubing being seamless steel tubes externally threaded at both ends and having a steel coupling screwed on to the threads at one end; an overall length of not less than 7.5 metres and not more than 10.8 metres with an outside diameter, apart from the coupling, of not less than 88 mm and not more than 90 mm and a wall thickness, apart from the coupling, of not less than 5 mm and not more than 8 mm.	Oilwell casing	31 December 1974	14666
	Steel tubes, seamless and of circular cross-section; in lengths of not less than 5 metres and not more than 12.5 metres having an outside diameter of not less than 20 mm and not more than 45 mm and a wall thickness of not less than 1.5 mm and not more than 3.5 mm; containing not more than 0.2 per cent by weight of carbon and not less than 0.2 per cent nor more than 0.7 per cent by weight of manganese	Steel tubes	31 December 1974	15029
76.06	Tubes, of aluminium alloy; of circular cross-section and in lengths of not less than 5 metres and not more than 12.5 metres; having an outside diameter of not less than 34 mm and not more than 35 mm with a wall thickness of not less than 4.0 mm and not more than 5.0 mm; containing not more than 0.7 per cent by weight of magnesium as the major alloying element	Aluminium tubes	31 December 1974	15029
85.21	Containers for electronic micro-circuits consisting of metal eyelets with an overall diameter greater than 5.46 mm glass filled and fused to form an hermetic seal with 2 or more lead/wire attachments—leads isolated by glass from metal eyelet—one lead/wire may be attached to metal eyelet to form earth	Transistor headers	31 December 1974	14126

Portugal: cholera outbreak

On 13 May the Department of Health and Social Security warned travellers to the Algarve province of Portugal of an outbreak of cholera in that area. The Portuguese health authorities have now informed the World Health Organisation of further cases in other parts of the country – in Lisbon and surroundings, Beja town, Oporto, Tavira and villages near Tavira. The total number of cases in Portugal up to 28 May was 34.

CRE ext. 5340/5341

Zaire: outbreak of plague

It has been reported that there has been an outbreak of plague in certain parts of Zaire. It is said to have originated in Butembo, in the Kivu region between Goma and Buria. Vaccine is not available locally and visitors are advised to obtain vaccination before departure for Zaire.

CRE ext. 5334/3338

Zaire: hotels full in September

British businessmen intending to visit Zaire are advised to avoid the period from 10 to 30 September 1974, since it will be virtually impossible to reserve hotel accommodation at this time. The congestion will be due to the large number of visitors expected in Kinshasa for the Ali versus Foreman world heavyweight championship fight on 25 September.

CRE ext. 3338/5334

Chad: 'Compatriote' title adopted

The title 'Monsieur' has been banned from the Chadian vocabulary. In future, there will be a general title of 'Compatriote'.

CRE ext. 3338/5334

Tariff and Trade Notices

Denmark

Tax changes

As part of an economic package to counteract balance of payments difficulties, the Danish Government introduced the following changes in selective taxation on 17 May 1974:

A new turnover tax of one-sixth of taxable value will be applied, from 7 May 1974, to a range of consumer durable goods including washing machines, vacuum cleaners, electric and gas cookers, refrigerators and most other domestic electrical appliances and to magnetic picture and sound recorders and projectors for television. A tax of one-eleventh of taxable value will be applied to magnetic sound recorders and playback sets.

Consumer levies on tobacco, wines, spirits and beer have been increased. The 10 Ore tax on cigarette papers has, however, been reduced to 1 Ore.

Registration tax on new motor vehicles has been increased by 50 per cent. The increase will apply, in general, to vehicles notified for registration on or after 8 May 1974 but not to vehicles in stock in Denmark on 7 May 1974. This increase will lapse at the end of December 1974.

The annual weight tax on motor vehicles will also be increased by 50 per cent with effect from 1 August 1974.

Further details are available to British exporters.

EDB ext. 482/7174/408

Italy

Import deposit scheme

Notices in *Trade and Industry* of 9 and 23 May 1974 detailed requirements of the recent Italian import deposit scheme. The following information concerns the possibility of loans to Italian importers to cover import deposits.

Loans of up to 250 million lire are permitted without special authorisation from exporters in EEC countries. Responsibility for repayment as well as for payment of the goods rests with the importer and the Italian negotiating bank or the Bank of Italy cannot accept this responsibility. Extended credit terms may also be offered, and exporters may like to consider as a possible solution, where acceptable or appropriate, a 50 per cent payment for goods on import and the balance at six months. This would enable the importer to use his 50 per cent balance to cover the import deposit.

EDB ext. 466/467/288

Irish Republic

Customs duties: inquiry point

In the notice on inquiry points for Irish Republic customs duties and regulations published in *Trade and Industry*, 16 May 1974 (page 344) the telephone number Dublin 77683 should read 787911.

CRE ext. 5303

Spain

Home Compensation Tax

The Spanish *State Gazette*, 22 May 1974, announced a temporary concessional rate of 1.5 per cent Home Compensation Tax Levy until 30 June 1974 on sodium carbonate, tariff heading 28.42.C, and until 14 July 1974 on first quality tinplate and of tinned strip made of iron or of non special steel, tariff headings 73.12.D.1 and 73.13.D.3a

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

The same concessional rate will also apply on the following tariff headings until 22 July 1974:

Tariff no.	Description
03.02.A	Cod fish
07.05.B.1	Chick-peas
07.05.B.2	String beans
07.05.B.3	Lentils
09.01.A	Coffee, not roasted
10.05.B	Maize: other
18.01.A	Cocoa beans, raw
31.02.A	Natural sodium nitrate

The same *State Gazette* announced the suspension of Home Compensation Tax Levy until 21 August 1974 on ethyl alcohol of a strength of more than 96 degrees, obtained by synthesis, tariff heading 22.08.A

EDB ext. 462/471/472/473

Even in countries employing oriental scripts, the trade name is the same on packages designed for overseas markets by Weetabix Ltd., Kettering. The company has this year gained the Queen's Award to Industry for export achievement, largely from the success of Alpen. Particularly notable is the success achieved in the United States and Canada, respectively the company's largest and second largest markets.

Cotton: temporary import duty amendments

The Spanish *State Gazette*, 25 May 1974, announced the rate of duties to be now paid on the following tariff headings and sub-headings until 9 July 1974:

Tariff no.	Description	Import duty
55.01	Cotton not carded or combed	6%
55.02	Cotton linters:	
A	Raw	Free
B	Washed and de-greased	2%
C	Bleached	Free
55.03	Cotton waste (including pulled or garnetted rags), not carded or combed:	
A	Pulled or garnetted rags	6%
B	Other	6%
55.04	Cotton, carded or combed:	
A	Undyed	6%
B	Dyed	6%
55.05	Cotton yarn, not put up for retail sale:	
A	Unbleached:	
1	Single:	
a	Higher than TEX 42 (up to No. 14, inclusive, English count)	8%
b	From TEX 16 inclusive to TEX 42 inclusive (from No. 15 inclusive to No. 36 inclusive, English count)	9%
c	Lower than TEX 16 (No. 37 and higher, English count)	9%
2	Multiple or cabled:	
a	Higher than TEX 42 (up to No. 14 , inclusive, English count)	8%
b	From TEX 16 inclusive to TEX 42 inclusive (from No. 15 inclusive to No. 36, English count)	9%
c	Lower than TEX 16 (No. 37 and higher, English count)	9%
B	Bleached, scoured, dyed, mercerised or dressed:	
1	Single:	
a	Higher than TEX 42 (up to No. 14, inclusive, English count)	8%
b	From TEX 16 inclusive to TEX 42 inclusive (from No. 15 inclusive to No. 36 inclusive, English count)	9%
c	Lower than TEX 16 (No. 37 and higher, English count)	9%
2	Multiple or cabled:	
a	Higher than TEX 42 (up to No. 14, inclusive, English count)	8%
b	From TEX 16 inclusive to TEX 42 inclusive (from No. 15 inclusive to No. 36 inclusive, English count)	9%
c	Lower than TEX 16 (No. 37 and higher, English count)	9%
55.06	Cotton yarn put up for retail sale:	
A	Higher than TEX 42 (up to No. 14, inclusive, English count)	10%
B	From TEX 16 inclusive to TEX 42 inclusive (from No. 15 inclusive to No. 36 inclusive, English count)	10%
C	Lower than TEX 16 (No. 37 and higher, English count)	10%

EDB ext. 462/471/472/473

LIBYAN ARAB REPUBLIC

MINISTRY OF AGRICULTURE AND AGRARIAN REFORM

ANNOUNCEMENT FOR SUBMITTING OF PRELIMINARY OFFERS FOR SAND DUNE STABILISATION BY PETROLEUM EMULSION

The Ministry of Agriculture and Agrarian Reform announces that the Department of Forests, Range Management and Natural Resources is undertaking the stabilisation and afforestation of extensive areas of active mobile sand dunes of mainly continental origin caused by aeolian action.

The Ministry invites the organisations, firms and establishments concerned to submit their preliminary offers for negotiations to carry out sand dune stabilisation works using petroleum emulsion in accordance with the specifications available at the offices of the Embassy of the L.A.R.

The preliminary offers should be submitted to the following address:

Director General,
Department of Forests, Range Management and Natural Resources,
Ministry of Agriculture and Agrarian Reform,
Tripoli,
Libyan Arab Republic.

Switzerland

Beer: turnover tax

Swiss Recueil No. 15 of 29 April 1974, published details of an increased rate of turnover tax for beer. From 1 May 1974 the new rate will be 6.6 per cent. **EDB ext. 460/461**

Immunobiological products for veterinary use

Swiss Recueil No.16 of 6 May 1974, published an Order on the preparation, importation, trading and control of immunobiological products for veterinary use. Copies of the Order which takes effect on 15 May 1974 are available to British exporters in the original French. **EDB ext. 460/461**

Finland

Global quotas for 1974

The Finnish Licensing Bureau has announced the global quota programme for 1974, as follows:

Quota no.	Goods	Value of the quota in thousand markkas
01	Salmon	1,200
03	Other fish, excluding flat fish gadidae and clupeidae other than Baltic herring and sprats	2,000
04	Dried milk and cream, glucose, certain syrups and sugar solutions	800
08	Food preparations	2,600
10	Fruit	40,000
11	Starches other than potato starch	300
12	Vegetable oils	400
18	Mineral tar, coal tar distillation products; solvent gasoline and solvent petrol	2,000
19	Aviation spirit	4,900
20	Bitumen	3,000
45	Unwrought or semi-manufactured silver and gold	850
	Total value of the global quota programme	57,150

EDB ext. 458/461

Greece

Declaration of packaging costs

Greek customs authorities now require that the basic price lists of imported goods should clearly mention that the value and expenses for packaging are included in the sale price. Alternatively, a letter should accompany the sellers' price list stating that the value of packaging is included in the prices of the attached price list (full details of the price list should be given). **EDB ext. 482/439**

Validation of price lists

The Greek authorities are no longer accepting temporary price lists issued by UK manufacturers and exporters, on the grounds that they can only validate proforma invoices based on firms' official printed price lists. United Kingdom firms exporting to Greece are therefore advised to issue official price lists as soon as possible.

EDB ext. 482/439

Insecticides: regulations

Presidential Decree 304, published in the Greek *Government Gazette* No. 115, 30 April 1974, prohibits the import, manufacture, circulation and sale of domestic insecticides (aerosol type) containing ethylene bichloride or trichloroethylene. However, the import, manufacture, circulation and sale of domestic insecticides (also aerosol type) containing methylene chloride and trichloroethane is permitted. **EDB ext. 439/482**

Jordan

Companies Law 1964

The Jordanian authorities have issued an amendment to the Companies Law which came into effect on 15 May 1974. An important point in this amendment provides that concession companies, insurance companies and companies whose capital exceeds JD 250,000 can only be registered as public shareholding companies with a 50 per cent ceiling of ownership by founders. Foreign firms are allowed to participate with 50 per cent of the capital of such companies, subject

Guide to the Departments of

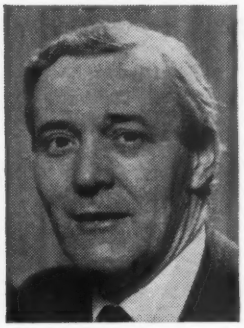
Industry

Trade

Prices and Consumer Protection

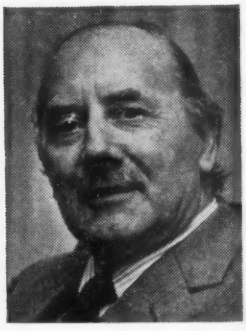
The Department of Industry

The Department is responsible for general industrial policy, and for the industrial component of regional policy, including financial assistance to industry under the Industry Act. It sponsors individual manufacturing industries, including iron and steel, aircraft and shipbuilding; it is responsible for two nationalised industries, the British Steel Corporation and the Post Office Corporation. The Department is responsible for technical services to industry, and for industrial research and development, including civil aerospace research and the supervision of the industrial research establishments of the former Department of Trade and Industry. The Design Council and the National Research Development Corporation also come within its sphere.



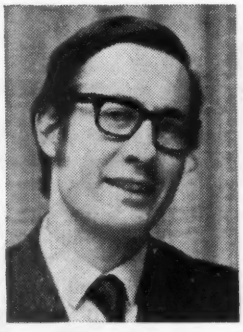
Secretary of State for Industry

Anthony Wedgwood Benn



Minister of State

Lord Beswick
(also Department's spokesman in the House of Lords)



Parliamentary Under-Secretary of State

Michael Meacher

1 General manufacturing industry
2 Chemicals and textiles
3 Shipbuilding policy
4 Metals, electrical engineering, process plant and industrial technology
5 Mechanical engineering
6 Computers, systems and electronics
7 Iron and steel
8 Industrial R & D
9 Aircraft industry, including aerospace

Mr. Meacher has special responsibility for items 1-6, reporting to Lord Beswick. Lord Beswick has special responsibility for items 7-9, although Mr. Meacher, together with the Secretary of State, speaks on these subjects in the House of Commons.

Minister of State

Eric Heffer

Parliamentary Under-Secretary of State

Gregor MacKenzie

1 Industry Act
2 National Enterprise Board
3 Planning Agreements
4 Regional policy
5 Regional industrial finance
6 Regional industrial distribution
7 Regional development grants
8 Investment grants
9 Regional offices
10 Small firms

Mr. MacKenzie has special responsibility for items 4-10, reporting to Mr. Heffer. He also has special responsibility for posts and telecommunications affairs, reporting direct to the Secretary of State.

Department of Industry: Headquarters Organisation

Permanent Secretary: Sir Antony Part
The following Deputy Secretaries report direct to Sir Antony Part – Dr. I. Maddock, Mr. D. le B. Jones, Mr. M. J. Kerry, Prof. A. T. Peacock, Mr. L. S. Berman, Mr. D. A. Lovelock and Mr. A. Lord (except for Industrial Planning Division).

Secretary (Industry): P. W. Carey
The following Deputy Secretaries report to Mr. Carey – Mr. R. F. Prosser, Mr. G. S. Stone, Mr. R. H. W. Bullock and Mr. A. Lord (for Industrial Planning Division only).

The chart below is not intended to show the relative status of the posts.

Deputy Secretary	Division or Department		Head of Division
R. F. Prosser*	Regional Industrial Development	RID	M. H. M. Reid
	Regional Industrial Finance	RIF	A. J. Lippitt
	Regional Development Grants	RDG	J. E. Barnes
	Small Firms	SF	J. E. Barnes
G. S. Stone Director, Industrial Development	Managerial and Technical Services	IDU	M. C. Ashworth
	Financial Services		J. .G Salkeld
	Monitoring		A. W. Kay
	Industry Studies		A. Gray
R. H. W. Bullock	Paper, Timber and Miscellaneous Manufactures Branch	PTM	J. E. Barnes
	Chemicals and Textiles	CT	P. W. Ridley
	Shipbuilding Policy	SBP	E. V. Marchant
	Minerals, Metals, Electrical Engineering, Process Plant and Industrial Technologies	MEPT	D. C. Clark
	Mechanical Engineering	M	D. N. Byrne
	Computers, Systems and Electronics	CSE	M. P. Lam
	Iron and Steel	IS	S. J. Gross
I. Maddock Chief Scientist	R & D Requirements	RR	B. W. Oakley
	R & D Contractors	RC	J. W. Nichols
D. le B. Jones	Air	Air	A. Warrington
	Space and Air Research	SAR	H. G. R. Robinson
	Concorde	Concorde	K. G. H. Binning
	Posts and Telecommunications	PT	D. G. C. Lawrence
M. J. Kerry The Solicitor	Overseas Trade and ECGD	Sol A	T. D. Salmon
	Domestic Commercial Law	Sol B	W. C. Beckett
	Prosecutions and Investigations	Sol C	J. A. Trapnell
	Industry, Aerospace and Industrial Assistance	Sol D	P. G. A. Ashcroft
Prof. A. T. Peacock Chief Economic Adviser	Economics and Statistics 1	EcS1	D. R. H. Sawers
	Economics and Statistics 3	EcS3	P. M. Rees
	Economics and Statistics 4	EcS4	A. D. Roy
L. S. Berman Director of Statistics	Economics and Statistics 5	EcS5	T. Paterson
	Economics and Statistics 6	EcS6	Miss R. J. Maurice
	Business Statistics Office	BSO	M. C. Fessey
Industrial Advisers S. Baker, (Co-ordinator) P. R. Weigall, G. D. W. Odgers			
D. A. Lovelock Principal Establishment Officer	Establishment Senior Staff Management	SSM	G. Parker
	Establishment Personnel	EP	D. N. Charlish
	Establishment Management Services and Manpower	EM	G. C. Lowe
	Establishment General Services	EG	J. Fish
A. Lord Principal Finance Officer	Finance and Economic Appraisal	FEA	H. Scholes
	Accountancy Services	AccS	H. A. Parfitt
	Industrial and Commercial Policy	IC	Miss A. E. Mueller
	Industrial Planning	IP	R. E. Dearing
	Information †	Inf	R. J. J. Tuite
	Parliamentary Branch ‡	PB	Miss P. A. Davey

* The Regional Directors and Directors for Scotland and Wales, as well as the Industrial Directors in the Assisted Areas, also report to Mr. Prosser.
† Reports direct to Sir Antony Part. ‡ Reports to the PPS to the Secretary of State for Industry.

London addresses

Code	Address	Telephone	Telex
V	1 VICTORIA STREET, SW1H 0ET	01-222 7877	27366 and 917929
AB	Abell House, John Islip Street, SW1P 4LN	01-834 4422	
AH	Aldermanbury House, Aldermanbury, EC2P 2EL	01-606 6699	883601
CS	Chapter Street House, 26 Chapter Street, SW1P 4NS	01-834 7032	
DB	Dean Bradley House, 52 Horseferry Road, SW1P 2AG	01-212 7676	
HH	Hillgate House, 26 Old Bailey, EC4M 7HU	01-248 5757	
K	Kingsgate House, 66-74 Victoria Street, SW1E 6SJ	01-222 7877	27366
MH	Monsanto House, 10-18 Victoria Street, SW1H 0NQ	01-222 7877	27366
MT	Millbank Tower, Millbank, SW1P 4QU	01-834 2255	918829
SM	Shell Mex House, Strand, WC2R 0DP	01-836 1207	22119
TH	Thames House South, Millbank, SW1P 4QJ	01-222 7000	
W	Waterloo Bridge House, Waterloo Road, SE1 8UA	01-928 7878	

Regional offices are given on page 6.
Each Divisional entry overleaf includes an address code to indicate its location.

1-1 Regional Industrial Development **MT**
Industrial aspects of regional development. Designation of Assisted Areas. Regional policy in relation to the EEC. Liaison with departmental regional offices.

1-2 Regional Industrial Finance **MT**
Responsibility for regional selective assistance under Section 7 of the Industry Act 1972 and for financial assistance under the Local Employment Act 1972 (excluding Sections 7-9 incl.). Industrial Development Certificates. Building and leasing of factories through the Industrial Estates Corporations. Promotion of Assisted Areas. Inward investment.

1-3 Regional Development Grants **MT**
Administration of regional development grants under the Industry Act 1972, and residual work on investment grants under the Industrial Development Act 1966.

1-4 Small Firms **AB**
The focal point within Government where the needs of small firms can be seen as a whole. Matters arising from the Bolton Committee Report. Policy on and central management of Small Firms Information Centres.

1-5 Industrial Development Unit **MT**
Particularly concerned with the needs of industrial development and their solution. Appraisal of cases for selective financial assistance under Part II of the Industry Act 1972.

1-6 Chemicals and Textiles **MT**
Sponsorship of cotton and wool textiles, man-made fibres, clothing, leather, footwear, tobacco, rubber, chemicals, plastics, fertilisers, proprietary medicines, toiletries and sundry related industries.

1-7 Computers, Systems and Electronics **DB**
Sponsorship of the electronics industry (telecommunications, scientific instruments for industrial process control but not numerically controlled machines) and the computer and computer peripheral industries.

1-8 Mechanical Engineering **AB**
Sponsorship of the motor vehicle, metal and woodworking machine-tool, agricultural machinery, construction and mechanical handling equipment, welding and manufacturing machinery, and other mechanical engineering products industries.

1-9 Minerals, Metals, Electrical Engineering, Process Plant and Industrial Technologies **MT**
General policy on mineral development in the UK. Questions of world demand and supply of non-ferrous metals. Sponsorship of non-ferrous metals industries and electrical engineering and process plant engineering and contracting industries. Promotion of industrial technologies (tribology, terotechnology, corrosion and protection, mechanical handling) and of low-cost automation, and sponsorship of mechanical handling and related industries.

1-10 Paper, Timber and Miscellaneous Manufactures Branch **MT**
Sponsorship of paper, timber, board, and miscellaneous manufactures industries, including pottery, glass, cutlery, furniture, etc.

1-11 Shipbuilding Policy **MT**
Sponsorship of the shipbuilding, ship-repairing, marine equipment and civil hovercraft industries.

1-12 Iron and Steel **TH**
Policy relating to the iron and steel industry. Administration of the Iron and Steel Acts. BSC organisation, borrowings and investment. Sponsorship of the private sector iron and steel industry and the foundry industry.

1-13 Space and Air Research **MH**
Technical and financial policy concerning Government-sponsored civil aircraft research, covering airframes, aero-engines and equipment. Sponsorship of space industry. Policy and financial responsibility for the National Space Technology Programme and associated research programme. UK representation in the European Space Conference, ELDO and ESRO (for application satellite programmes).

1-14 Air **MH**
Sponsorship of the aircraft and aero-engine industries. Government shareholdings in Rolls-Royce (1971) Ltd. and Short Brothers and Harland Ltd. Government investment in civil aircraft and engine launching aid, including RB211 financing. Moves towards international collaboration and integration. Civil aircraft and engine exports. Technical and market assessment of current and possible future civil aircraft and air transport systems.

1-15 Concorde **MH**
Concorde policy and administration.

1-16 Research and Development Requirements **AB**
Servicing the Requirements Boards set up to determine the objectives of the Department's research and development programmes and the broad allocation of funds, and to commission R & D work. Sponsorship of research in marine technology and materials; Department interest in Government-financed research in universities, research councils and other departments.

1-17 Research and Development Contractors **AB**
Consideration of the responsibilities and problems of public sector contractors, especially those of the industrial research establishments (*see facing page*). Allocation and co-ordination of authorised programmes. Dealing with National Research Development Corporation, Design Council and Queen's Award to Industry (technology section). Research Divisions' interests in overseas science and technology and technical information services. Promotion of the Department's interests in technological manpower, engineering design, Council of Engineering Institutions and the professional institutions.

Key to Address Code – page 3 **Index – page 15**

Technology Reports Centre (St. Mary Cray, Orpington, Kent BR5 3RF. Tel: Orpington 32111).
Information service for industry on UK government and overseas R & D, operates 'Techlink', a selective dissemination service, operates a console linked to the ESRO/ELDO data banks, and other computer retrieval systems.

Overseas Technical Information Unit AB
Provides information on overseas science and technology, Scientific Counsellor reports, German engineering guide lines (VDI Richtlinien), etc.

1-18 Research Establishments, etc.

National Physical Laboratory (Teddington, Middx. Tel: 01-977 3222, Telex 262344).
Metrology, standards, materials studies, computer science, aerodynamics, acoustics, ship hydrodynamics.

National Engineering Laboratory (East Kilbride, Glasgow G75 0QU. Tel: East Kilbride 20222, Telex 77588).
Engineering structure and materials, fluids, manufacturing systems.

Warren Spring Laboratory (Gunnels Wood Road, Stevenage, Herts SG1 2BX. Tel: Stevenage 3388, Telex 82250).
Chemical and process engineering, mineral processing, environmental pollution.

Laboratory of the Government Chemist (Cornwall House, Stamford Street, London SE1 9NQ. Tel: 01-928 7900).
Analytical services to Government departments, food chemistry, pesticide residues, environmental pollution.

Pesticide Residue Analysis Information Service (Cornwall House, Stamford Street, London SE1 9NQ. Tel: 01-928 7900).

Computer-aided Design Centre (Madingley Road, Cambridge CB3 0HB. Tel: Cambridge 63125).
Development of computer-aided design systems for chemical, mechanical, electrical, electronic and civil engineering, building, construction and industrial design.

1-19 Industrial Advisers V

Provide industrial advice for Ministers and senior officials over the whole range of the Department's activities, and beyond to other Departments and to NEDO, the British Overseas Trade Board, etc. Centrally based, the advisers have generally been directors of large companies. Each has experience of general management and more specific experience in specialised fields, and they work within Government for about two years. One of the Advisers is a senior trade union official.

1-20 Industrial and Commercial Policy V

Focal point for the Department's interest in economic, financial, fiscal, industrial, social and environmental policies. Also provides some common services for the Department of Trade.

1-21 Industrial Planning MT

Work on the Government's industrial policy with special reference to the proposals for the introduction of planning agreements, and the creation of the National Enterprise Board and the revision of the Industry Act.

1-22 Accountancy Services HH

A common service of the Department for all accountancy questions.

1-23 Information V

The Departments of Industry, Trade, and Prices and Consumer Protection have their own Information Divisions which are responsible for the public presentation of Departmental business and publicity services generally. The Department of Industry is responsible for the common information services which cover briefing, paid publicity, external and internal publications and the EEC Information Unit (*see page 14*).

1-24 Economics and Statistics V

Economic and statistical analysis and advice; forecasts and special studies to assist in formulating economic and industrial policies; data collection and processing. There are five divisions providing a common service to the Departments of Industry, Trade and Prices and Consumer Protection. They are: industrial, regional shipping, aviation and aerospace economics (EcS1); manufacturing industry, monitoring and assessment (EcS3); home economy, economics and statistics (EcS4); international trade and balance of payments (EcS5); financial and shipping statistics and statistics of research and development (EcS6).

Business Statistics Office (Cardiff Road, Newport, Mon., NP7 1XG. Tel: Newport 56111).
The principal Government agency for collecting and processing statistics from business firms.

1-25 Establishment V

There are four divisions which provide common services to the Departments of Industry, Trade, Prices and Consumer Protection and (for the time being) Energy: Senior Staff Management – personnel management above Principal level, public appointments, honours; Establishment Personnel – personnel management Principal level and below; Establishment Management Services and Manpower – organisation policy, management services, manpower forecasts, complementing and staff inspection; Establishment General Services – establishment matters common to all classes, office services, libraries and industrial staff, focal point for Parliamentary Commissioner for Administration cases and Race Relations Board cases.

Statistics and Market Intelligence Library XH
A public reference library of material on overseas markets including large collections of economic and general statistics, catalogues of foreign manufacturers, overseas development plans, and overseas trade and telephone directories.

1-26 Finance and Economic Appraisal AB

General financial policy and control for the Department

of Industry and also, as a common service, for the Departments of Trade and of Prices and Consumer Protection. Co-ordination and preparation of the Estimates and PESC forecasts. Development and application of criteria for evaluation of current and proposed expenditure and of the effectiveness of the expenditure programmes. Liaison and co-ordination for Exchequer and Audit Department, Public Accounts Committee and Select Committee on Expenditure. Control of accounts work and internal audit.

1-27 Solicitor's Department **K**
Acts as adviser on legal matters involved in the work of the Departments of Industry, Trade, and Prices and Consumer Protection and the Export Credits Guarantee Department. It is responsible for drafting all subordinate legislation, and for prosecutions arising from Department-administered Acts. There are four divisions. Division A – overseas trade and ECGD; Division B – domestic commercial law (including Prices and Consumer Protection); Division C – prosecutions and investigations; Division D – industry and industrial assistance.

1-28 Parliamentary Branch **V**
Responsible for co-ordinating all parliamentary work for the Departments of Industry, Trade and Prices and Consumer Protection – public and private Bills, subordinate legislation, Parliamentary Questions, etc. The Branch also acts for the Department of Energy in the processing of legislation.

1-29 Posts and Telecommunications **W**
Sponsorship of the Post Office's Postal, Telecommunications, Data Processing, and Giro and Remittance businesses: more particularly, capital investment programmes, financial policy, constitutional questions, legislation, and questions affecting land, town and country planning and personnel. Sponsorship of Cable and Wireless Ltd.

Governmental aspects of internal postal and telecommunication relations, including EEC policy.

Regional and District Offices

The Department of Industry's main regional network is based on its 10 Regional Offices, eight of which are in England, and one each in Scotland and Wales. The Northern Ireland Department of Commerce in Belfast maintains close liaison with the Department on matters of common concern and interest.

The Regional Offices represent the Department in its dealings with industry, local authorities, the Regional Offices of other Government Departments and other local bodies and organisations. The Regional Offices are also responsible for administering selective assistance to industry in Assisted Areas and for other aspects of regional industrial development and export promotion. Some activities are also undertaken by the Regional Offices on behalf of the Department of Trade, such as export promotion, while the Regional Offices also serve the Department of Prices and Consumer Protection and the Department of Energy.

In addition some parts of the work of these Departments are handled through specialist local offices. The main ones are the offices dealing with Regional Development Grants and the residual Investment Grants under the Department of Industry, and HM Coastguard, Mercantile Marine Offices, Marine Survey Offices and the Official Receivers in bankruptcy and company liquidation under the Department of Trade. The Export Credits Guarantee Department also has local offices. A chain of 10 Small Firms Information Centres has also been established by the Department of Industry; addresses of these offices are given on page 14 of this guide. At the time of going to press with this guide a certain amount of reorganisation was taking place in the regional structure, including some redistribution. Until this reorganisation is finalised we are using the old county boundaries to indicate division of geographical responsibility.

Small Firms Information Centres are listed on page 14

Scotland

Director for Scotland: E. J. D. Warne
Industrial Director, Scotland:

■● *Office for the whole of Scotland:* 314 St. Vincent Street, **Glasgow** G3 8XF (041-248 2855, Telex 77583).
□ Magnet House, 59 Waterloo Street, **Glasgow** G2 7BT (041-221 9833, Telex 77611).
Pegasus House, 375 West George Street, **Glasgow** G2 4LW (041-221 8971).

● *District Office for the Highlands and Islands and North East Scotland:* Caledonia House, 63/67 Academy Street, **Inverness** IV1 1LU (Inverness 30867).

Wales

Director for Wales: P. B. Hunt
Industrial Director, Wales: D. C. Simpson

■● *Office for the whole of Wales:* Government Buildings, Gabalfa, **Cardiff** CF4 4YL (Cardiff (0222) 62131, Telex 49267).
□ 24-26 Newport Road, **Cardiff** CF2 1SY (Cardiff (0222) 42611, Telex 49538).

District Office for North Wales: Government Buildings, Dinerth Road, **Colwyn Bay,** Denbs. (Colwyn Bay (0492) 44261).

Northern Ireland

R. J. Henderson, Assistant Secretary, Department of Commerce, Northern Ireland, acts as the equivalent of the Regional Director for the Department of Industry.

● *Office for the whole of Northern Ireland:* Chichester House, 64 Chichester Street, **Belfast** BT1 4JX (Belfast (0232) 34488, Telex 74578).

Key to Address Code – page 3 **Index – page 15**

North

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire

Regional Director: R. L. Sutton
Industrial Director: C. F. Herzberg

■● *Regional Office:* Wellbar House, Gallowgate, **Newcastle upon Tyne** NE1 4TR (Newcastle upon Tyne (0632) 27575, Telex 53178).

□ Queensway House, West Precinct, **Billingham,** Teesside TS23 2NF (Stockton-on-Tees (0642) 553671, Telex 58608).

● *District Office for Cumberland and Westmorland:* Town Hall, **Cockermouth,** Cumberland CA13 9NP (Cockermouth (090-082) 3498, Telex 64173).

North-West

Cheshire, Lancashire and High Peak District of Derbyshire (boroughs of Buxton and Glossop, urban districts of New Mills and Whaley Bridge, and rural district of Chapel-en-le-Frith)

Regional Director: Mrs. P. B. M. James
Regional Industrial Director: A. W. Ward

■● *Regional Office:* Sunley Building, Piccadilly Plaza, **Manchester** M1 4BA (061-236 2171, Telex 667104).

□ St. Peter's House, Stanley Precinct, **Bootle,** Lancs L20 3LZ (051-922 4030, Telex 627162).

Yorkshire and Humberside

East and West Ridings of Yorkshire, City of York and Lincolnshire (parts of Lindsey only)

Regional Director: J. H. McEnery
Regional Industrial Director: A. R. M. Graham

■● *Regional Office:* City House, New Station Street, **Leeds** LS1 4JQ (Leeds (0532) 38232, Telex 557470).

West Midlands

Herefordshire, Shropshire, Staffordshire, Warwickshire and Worcestershire

Acting Regional Director: A. L. Taylor

● *Regional Office:* Ladywood House, Stephenson Street, **Birmingham** B2 4DT (021-632 4111, Telex 337021).

East Midlands

Nottinghamshire, Derbyshire (except High Peak District), Leicestershire, parts of Lincolnshire (parts of Holland and of Kesteven, and City of Lincoln), Rutland and Northamptonshire

Regional Director: E. T. Watson

● *Regional Office:* Cranbrook House, Cranbrook Street, **Nottingham** NG1 1ES (Nottingham (0602) 46121, Telex 37143).

London and South-East

Greater London, Kent, Surrey, Sussex, Hampshire, Isle of Wight and part of Dorset (Poole MB only)

Regional Director: A. C. Goging

Regional Office: Cromwell House, Dean Stanley Street, **London** SW1P 3HY (01-828 4355, Telex 25991).
Branch Office: Concord House, London Road, **Croydon** CR9 2QB (01-684 9781).

South-West

Cornwall, Devon, Somerset, Wiltshire, Gloucestershire, Bristol and Dorset (except Poole)

Regional Director: L. I. Macbeth
Regional Industrial Director: C. E. Cannell

● *Regional Office:* The Pithay, **Bristol** BS1 2PB (Bristol (0272) 291071, Telex 44214).

■ *South-Western Industrial Development Office:* Phoenix House, Notte Street, **Plymouth** PL1 2HF (Plymouth (0752) 21891, Telex 45494).

East

Bedfordshire, Berkshire, Buckinghamshire, Essex, Hertfordshire, Oxfordshire, Cambridgeshire and Isle of Ely, County of Huntingdon and Peterborough, Norfolk and Suffolk

Regional Director: B. Feinstein

Regional Office: Cromwell House, Dean Stanley Street, **London** SW1P 3HY (01-828 6271, Telex 25991).
District Office for certain matters for Bedfordshire, Berkshire, Buckinghamshire, Hertfordshire and Oxfordshire: Market Place House, **Reading,** Berks RG1 2EN (Reading (0734) 581261).

■ Regional Industrial Director (in addition to Regional Director).
● Offices providing services for British exporters (services for British exporters in the London & South-East and Eastern regions are provided by the Department of Trade's headquarters' Export Services and Promotions Division).
□ Regional development grants only.

The Department of Trade

Overseas Trade

The Department is responsible for commercial policy and relations with overseas countries and is concerned with economic policies affecting the international position of the United Kingdom. It promotes United Kingdom commercial interests overseas, negotiates on trade and commercial matters, and administers United Kingdom protective tariffs. Under the direction of the British Overseas Trade Board, which was set up in January 1972, and has the Secretary of State for Trade as President, the Department promotes British exports, providing an export information service to industry and commerce, largely through the eight regional offices, and handling Government support for overseas trade fairs. The Export Credits Guarantee Department is a separate Department responsible to the Secretary of State for Trade, providing a credit insurance facility, and guaranteeing finance, for exported goods and services.

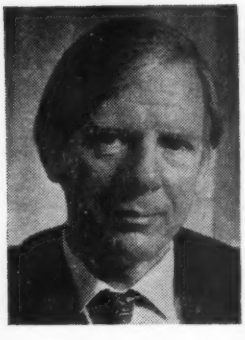
Shipping and Civil Aviation

The Department is the sponsor for the United Kingdom shipping and civil aviation industries including the conduct of international negotiations. It is also responsible for the regulation of marine safety.

The Department sponsors the British Airways Board, the British Airports Authority and the Civil Aviation Authority, and approves the capital investment of these bodies. In addition, the Department issues policy guidance to the Civil Aviation Authority and administers the Authority's annual grant until such time as full recovery of costs is attained.

Commerce and Industry

The Department is responsible in general for the basic legal framework for the regulation of industrial and commercial enterprises, administering a number of statutes governing company affairs and insolvency. It also holds general responsibility for company law, patent, trade mark and copyright matters, and for all matters affecting insurance. The Department of Trade is also the sponsor Department for tourism and the hotel and travel industries; the newspaper, printing and publishing industries; the film industry and the distributive and service trades.



Secretary of State for Trade and President of the Board of Trade

Peter Shore

Overseas, trade policy, including EEC questions, commercial relations and tariffs
Export Credits Guarantee Department
British Overseas Trade Board
Tourism and hotel and travel industries
Newspaper, film and publishing industries
Distributive and service trades

Parliamentary Under-Secretary of State – Trade

Eric Deakins

Civil aviation, marine and shipping policy
Companies legislation
Insurance supervision
Insolvency service
Patent Office

Parliamentary Under-Secretary of State – Companies, Aviation and Shipping

Stanley Clinton Davis

Department of Trade: Headquarters Organisation

Permanent Secretary: Sir Max Brown

Second Permanent Secretary: Sir Peter Thornton

The chart below is not intended to show the relative status of the posts.

Deputy Secretary	Division or Department		Head of Division
R. Fell **Export Credits Guarantee Department**	Medium and Long Term Guarantees	ECGD	K. W. Cotterill
	International Relations and Central Services		D. A. Ward
	Marketing and Comprehensive Guarantees		J. C. M. Mason
J. S. Rooke Chief Executive, **British Overseas Trade Board**	Export Services and Promotions	ESP	W. K. Ward
	Overseas Finance and Planning*	OFP	D. N. Royce
	Special Adviser on Japanese Market		P. G. A. Wakefield
G. R. Denman	Commercial Relations and Exports 3	CRE3	G. Lanchin
	Commercial Relations and Exports 1	CRE1	S. Abramson
	Europe Industry and Technology	EIT	Miss K. E. Boyes
P. S. Preston	Commercial Relations and Exports 2	CRE2	S. L. Edwards
	Commercial Relations and Exports 4	CRE4	J. Caines
	Tariff	T	G. Lanchin
P. A. R. Brown	Patent Office	Pats	E. Armitage
	Insurance	I	M. S. Morris
	Companies	C	R. C. M. Cooper
	Insolvency Service	InsS	C. A. Taylor
	Printing, Publishing, Services and Distribution	PSD	Miss M. J. Lackey
D. F. Hubback	Civil Aviation 1 (Industry Affairs)	CA1	P. G. Hudson
	Civil Aviation 2 (International Affairs)	CA2	G. T. Rogers
	Civil Aviation 3 (Airports)	CA3	S. D. Wilks
	Shipping Policy	SP	J. R. Steele
	Marine	MAR	J. N. Archer
	Chief Inspector of Accidents (Reports direct to Secretary of State)	AIB	W. H. Tench
	Information	Inf	—

* OFP reports to Mr. Denman in respect of export finance and ECGD and to Mr. Preston in respect of overseas aid and export licensing.

London addresses

Code	Address	Telephone	Telex
V	1 VICTORIA STREET, SW1H 0ET	01-222 7877	27366 and 917929
AD	The Adelphi, John Adam Street, WC2N 6BQ	01-836 1207	22119
BR	2-14 Bunhill Row, EC1Y 7LL	01-606 4071	
CO	Companies House, 55-71 City Road, EC1Y 1BB	01-253 9393	
HH	Hillgate House, 26 Old Bailey, EC4M 7HU	01-248 5757	
IH	Inveresk House, 346 Strand, WC2R 0HJ	01-836 7733	
K	Kingsgate House, 66-74 Victoria Street, SW1E 6SJ	01-222 7877	27366
MT	Millbank Tower, Millbank, SW1P 4QU	01-834 2255	918829
P	Southampton Buildings, WC2 1AY	01-405 8721	
PS	Parliament Square House, 34-36 Parliament Street, SW1A 2ND	01-222 7060	24730
S	Sanctuary Buildings, 16-20 Great Smith Street, SW1P 3DB	01-222 7877	27366
SM	Shell Mex House, Strand, WC2R 0DP	01-836 1207	22119
SU	Sunley House, 90-93 High Holborn, WC1V 6LP	01-405 6911	264084
TM	Thomas More Building, Royal Courts of Justice, Strand, WC2A 2JY	01-405 7641	
XH	Export House, 50 Ludgate Hill, EC4M 7HU	01-248 5757	886143

Some activities are undertaken on behalf of the Department of Trade by the regional and district offices of the Department of Industry (see page 6).

Each Divisional entry overleaf includes an address code to indicate its location.

2-1 British Overseas Trade Board V

Directs export promotion work of Export Services and Promotions and Overseas Finance and Planning Divisions. Consists of businessmen and representatives of the Department, ECGD and the Foreign and Commonwealth Office, under the presidency of the Secretary of State for Trade and under the chairmanship of Lord Thorneycroft.

Exports to Japan Unit HH

Offers specialist advice on the Japanese market, and co-ordinates the export programme for Japan, including the British Export Marketing Centre.

2-2 Commercial Relations and Exports V

Protection of UK commercial interests overseas. Treaties and trade agreements with other countries, representations on commercial matters, etc. Assisted overseas by commercial departments of missions and consulates. There are four divisions, the first concerned with matters of general external policy including GATT and UNCTAD, and the others with individual countries and related general groupings.

Responsibility also for:

International Technological Collaboration Unit (Culham Laboratory, Abingdon, Berks. Tel: Oxford 41721, Telex: 83189).

Responsible for implementing technological collaboration agreements between Britain and other countries; assists in technological exchanges.

2-3 Europe, Industry and Technology V

Policy responsibility for advice to industry on membership of the European Communities. Right of Establishment and Freedom to provide services, mutual recognition of professional qualifications in respect of Department-sponsored industries, etc. Certificates of Experience Unit. Industrial and technological aspects of UK membership of the European Communities, and co-ordination of Department work in this field. Technological relations with West European countries. Provides common services for Departments of Industry and Prices and Consumer Protection.

2-4 Overseas Finance and Planning V

Policy on general export promotion; planning and development of Department of Trade's export promotion activities. Co-ordination of Government support for capital projects overseas. Co-ordination of Department's interests in export credit and overseas aid. Arms exports and export licensing. Office of the Queen's Award to Industry.

Export Licensing Branch S

Issues licences under Import, Export and Customs Powers (Defence) Act.

2-5 Export Services and Promotions XH

Under the direction of the British Overseas Trade Board and working closely with British Diplomatic Service Posts abroad, provides, with the Export Sections of Regional Offices, advice, information and assistance to British companies engaged in overseas trading. Liaison with Technical Help to Exporters.

General Export Services Branch XH

Supply of information on overseas market prospects for particular goods and services. Help with business visits abroad and in making trade contacts overseas. Liaison with trade associations, etc. Export services for firms in the London and South Eastern Region and the Eastern Region.

Special Export Services Branch XH

Export Marketing Research Scheme. Arrangements for inward missions, VIPs and other business visitors from overseas. Home duty tours for Commercial Officers from overseas. Liaison with Export Clubs. European Components Service.

Export Data Branch XH

Export Intelligence Service (providing subscribers with details of specific export opportunities and market intelligence). Storage and assembly of information on markets and marketing methods. Information on overseas tariffs and import regulations. Commercial standing of overseas firms. 'Hints to Business men' publications.

Fairs and Promotions Branch HH

Supports collective participation at overseas trade fairs through the joint venture and British pavilion schemes. Organises all-British fairs, symposia, British Shopping Weeks and Store Promotions. Provides general information on trade fairs. Supports groups of British businessmen visiting overseas markets through the outward mission scheme.

2-6 Tariff K

General responsibility for managing the UK transitional protective tariff and administering provisions of the Import Duties Act for import duty questions arising from membership of the European Communities, anti-dumping policy and action, import licensing policy, etc.

Import Licensing Branch S

Administration of import licensing.

2-7 Export Credits Guarantee Department AH

A separate Government department, responsible to the Secretary of State, providing export credit insurance on a commercial basis for UK exporters against commercial and political risks incurred in selling overseas. Also insurance against political risks of new overseas investments. Represented in local offices throughout the UK and in New York.

2-8 Companies S

Review of companies legislation; EEC company law questions. Administration of the Companies Acts and related legislation; Prevention of Fraud (Investments) Act, Protection of Depositors Act, etc.; unit trusts; relations with the accountancy profession.

Consideration of applications for investigation and carrying out investigations of companies under Sections 164, 165, 172 and 334 of the 1948 Companies Act and inquiries under Sections 32 and 109 of the 1967 Companies Act.

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Companies Registration Office

Companies Investigation Branch **BR**

2-9 Insurance **S**
Administration of the Insurance Companies Acts including the authorisation and supervision of insurers; other matters affecting the insurance industry in Great Britain; matters affecting the overseas interests of British insurers including work in inter-governmental institutions, eg EEC, OECD and UNCTAD. Application of Counter Inflation Policy to insurance.

2-10 Insolvency Service **BR**
All aspects of insolvency administration in accordance with the winding-up of companies under the Companies Acts and the failure of individuals under the Bankruptcy Acts. Administration of the Official Receivers' service in the High Courts and provincial offices. Supervision of liquidators and Trustees together with accounting for and management of funds. Insolvency matters as affected by European Community legislation.

Official Receivers (High Court Offices)
Bankruptcy **TM**
Companies (Winding-up) **IH**

Official Receivers (Provincial offices) **BR**

2-11 Patent Office and Industrial Property and Copyright Department **P**
Registration of patents, designs and trade marks. Policy on these matters and on copyright (and Baskerville House, Browncross Street, New Bailey Street, Salford M3 5FU. Tel: 061-832 9571 – Trade marks and Designs only).

2-12 Printing, Publishing, Services and Distribution **MT**
Sponsorship of films, tourism, printing, publishing, newspapers, books, distribution and service trades.

2-13 Civil Aviation 1 **SM**
Sponsorship role in relation to British Airways Board and its airlines and the Civil Aviation Authority, including appointments to these bodies, administration of the CAA grant and other matters under the Civil Aviation Act 1971. The Civil Aviation Safety Adviser provides advice on civil aviation technical and operational safety matters.

2-14 Civil Aviation 2 **SM**
International relations and negotiations covering both scheduled and non-scheduled air services. Relations with international civil aviation bodies, notably ICAO, the European Civil Aviation Conference and the Commonwealth Air Transport Council.

2-15 Civil Aviation 3 **AD**
Concern with aircraft noise and nuisance, Departmental interests in the third London airport, policy towards British Airports Authority, non-State aerodromes, public safety zones at civil aerodromes, disposal of surplus civil aviation land and property, confirmation of compulsory purchase orders, road closures and bye-laws at aerodromes. Formulation of policy and co-ordination of action on civil aviation security.

2-16 Marine **SU**
Administration of merchant shipping legislation. Safety, construction and equipment (through Marine Survey Offices). Crew matters (through Mercantile Marine Offices and the Registry of Shipping), marine pollution, navigational aids, work in tidal waters, etc.

HM Coastguard **SU**
Co-ordination of marine search and rescue.

2-17 Shipping Policy **AD**
General policy questions affecting the UK merchant fleet including fiscal policy, investment incentives, defence considerations, and structure, profitability and economic health of the industry. International shipping policy issues including flag discrimination, the role of Governments in relation to shipping conferences, flags of convenience, law of the sea and various international conventions on shipowners' liability. Discussion and negotiation on such issues with other Governments either directly or in UNCTAD, IMCO, OECD and other international fora.

Sea Transport Branch **PS**
Responsible for provision of merchant shipping or shipping space to meet the needs of government departments. Deals with planning of sea transport operations. Provides shipping intelligence service.

2-18 Accidents Investigation Branch **SM**
The investigation, in the United Kingdom, of accidents in which any civil aircraft are involved and participation in other administrations' investigations elsewhere of accidents to British registered or manufactured aircraft. Reports direct to the Secretary of State.

2-19 Information
The Department of Trade maintains its own Press Office, but other information activities are undertaken as a common service by the Department of Industry (which see).

2-20 Accountancy Services; Economics and Statistics; Establishment; Finance and Economic Appraisal; Industrial and Commercial Policy; Parliamentary Branch; Solicitor's Department
All the above Divisions are provided as common services by the Department of Industry (which see).

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The Department of Prices and Consumer Protection

The Department of Prices and Consumer Protection was set up in March 1974, under a Secretary of State, and took over responsibility from the former Department of Trade and Industry for policy on prices and consumer affairs, and from the Ministry of Agriculture, Fisheries and Food for policy on food prices.

Prices

The Department is the focal point for measures to deal with the generality of prices questions. It sponsors the Price Commission and has the principal responsibility for policy over the whole range of retail prices, including food prices, except for those of the nationalised industries. It has overall responsibility for policy on food subsidies, though other Departments undertake the detailed administration.

Consumer Protection

The Department deals with consumer affairs generally and is responsible for policy on fair trading, consumer credit, standards, weights and measures, and for monopolies, mergers and restrictive practices. The Director General of Fair Trading is appointed by the Secretary of State.

Secretary of State for Prices and Consumer Protection

Shirley Williams

Consumer protection
Mergers and monopolies
Metrication
Consumer credit

Minister of State

Alan Williams

Prices
Liaison with local authorities
Commodity markets

Parliamentary Under-Secretary of State

Robert Maclennan

Department of Prices and Consumer Protection: Headquarters Organisation

Permanent Secretary: K. H. Clucas

The chart is not intended to show the relative status of posts.

Deputy Secretary	Division or Department		Head of Division
J. C. Burgh — Prices	Prices Policy	PP	R. W. Gray
	Food Policy	FP	Mrs. J. M. Archer
	Fair Trading	FT	C. E. Coffin
W. P. Shovelton — Consumer Protection	Standards, Weights and Measures	SWM	E. N. Eden
	Consumer Credit Branch	CCB	D. G. Hyde
	Information	Inf	Miss S. Jefferies

London addresses

Code	Address	Telephone	Telex
V	1 VICTORIA STREET, SW1H 0ET	01-222 7877	27366 and 917929
AB	Abell House, John Islip Street, SW1P 4LN	01-834 4422	
CS	Chapter Street House, 26 Chapter Street, SW1P 4NS	01-836 7032	

Some activities are undertaken on behalf of the Department of Prices and Consumer Protection by the regional and district offices of the Department of Industry (see page 6).
Each Divisional entry below includes an address code to indicate its location.

3-1 Prices Policy — V

Policy on price control or supervision for all non-food goods and services; prices legislation; focal point for Departmental interest in prices and income policy.

3-2 Food Policy — V

Policy on prices and margins in the food industry. Policy and legislation on food subsidies. Implementation, with the Ministry of Agriculture, Fisheries and Food, of food subsidy schemes.

3-3 Fair Trading — V

Monopolies, mergers and restrictive practices (including EEC competition rules). Consumer advice and protection (other than standards, weights and measures, and consumer credit). Certification trade marks and hallmarking. General liaison with the Office of Fair Trading.

3-4 Consumer Credit Branch — V

Follow-up to Crowther Committee recommendations on consumer credit. Introduction of necessary legislation. Plans for establishment of Consumer Credit Division of Office of Fair Trading. Enforcement of credit control restrictions. Administration of hire purchase legislation.

3-5 Standards, Weights and Measures — AB

Policy on UK and international standards and on quality assurance. British participation in international standards organisations. Government support to the British Standards Institution. Co-ordination of Government policy on metrication.

British Calibration Service — CS

Provides authenticated certification of the accuracy of measuring instruments of all kinds, with traceability of such calibrations to the national standards.

Weights and Measures Services — CS

Provides a technical service to Weights and Measures Authorities and others in discharge of the Department's statutory responsibilities under the Weights and Measures Act 1963.

British Approvals Service for Electrical Equipment in Flammable Atmospheres – Safety in Mines Research Establishment, Harpur Hill, Buxton, Derbyshire (Buxton 6211).

Provides authenticated certification that electrical equipment for use in hazardous locations, other than mines, complies with prescribed standards.

3-6 Information — V

The Department of Prices and Consumer Protection maintains its own Press Office, but other information activities are undertaken as a common service by the Department of Industry (which see).

3-7 Accountancy Services; Economics and Statistics; Establishment; Finance and Economic Appraisal; Parliamentary Branch; Solicitor's Department

All the above Divisions are provided as common services by the Department of Industry (which see).

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Small Firms Information Centres

The Department of Industry has established a chain of 10 Small Firms Information Centres throughout Great Britain. The centres are designed to offer a free signposting service to small firms and people wishing to establish a business and to assist small firms in finding the right sources of help for their problems. At the time of publication of this guide two of the centres – Leeds and Manchester – were occupying temporary accommodation in Department's Regional Offices, while awaiting moves (expected within next two months) to permanent addresses. Correspondence should be addressed 'Small Firms Information Centre'.

Birmingham
53 Stephenson Street, Birmingham B2 4DH (021-643 3344, Telex 337919).

Bristol
DTI South West Regional Office, The Pithay, Bristol BS1 2PB: From June – 11 Colston Avenue, Bristol BS1 4UB. (0272 294546/9, Telex 449650).

Cardiff
16 St. David's House, Wood Street, Cardiff CF1 1ER (0222 396116, Telex 497515).

Glasgow
Colville House, 120 Bothwell Street, Glasgow G2 6TU: From June – 57 Bothwell Street, Glasgow G2 6TU (041-248 6014, Telex 779334).

Leeds
DI Yorkshire and Humberside Regional Office, City House, New Station Street, Leeds LS1 4JQ (0532 445151, Telex 557687)

London
65 Buckingham Palace Road, London SW1W 0QX (01-828 2384, Telex 917920).

Luton
35 Wellington Street, Luton LU1 2SB (0582 29215, Telex 826115).

Manchester
DI North West Regional Office, Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA (061-832 5282, Telex 667952).

Newcastle
22 Newgate Shopping Centre, Newcastle upon Tyne NE1 5RH (0632 25353, Telex 537429).

Nottingham
48-50 Maid Marian Way, Nottingham NG1 6GF (0602 49791, Telex 377313).

EEC Information Unit

1 Victoria Street, London SW1H 0ET (01-222 7877, ext. 5377 and 3579).

Associated organisations of the three Departments

British Airports Authority – 2 Buckingham Gate, London SW1E 6JL (01-834 6621, Telex 919039).
British Standards Institution – 2 Park Street, London W1A 2BS (01-629 9000).
British Tourist Authority – 64 St. James's Street, London SW1A 1NF (01-629 9191).
Civil Aviation Authority – Aviation House, 129 Kingsway, London WC2B 6NN (01-405 6922).
Design Council – 28 Haymarket, London SW1Y 4SU (01-839 8000).
English Tourist Board – 4 Grosvenor Gardens, London SW1W 0DU (01-730 3400).
Metrication Board – 22 Kingsway, London WC2B 6LE (01-242 6828).
Monopolies and Mergers Commission – New Court, 48 Carey Street, London WC2A 2JT (01-405 9722).
National Computing Centre – Quay House, Quay Street, Manchester M3 3HU (061-832 9731, Telex 668962).
National Research Development Corporation – PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL (01-828 3400).
Performing Right Tribunal – Room 105, 25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721, ext. 3353).
Price Commission – Neville House, Page Street, London SW1P 4LS (01-242 8020).
The Office of Fair Trading – Chancery House, 53 Chancery Lane, London WC2A 1SP (01-242 2858).

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VDI Richtlinien, 1–17

Warren Spring Laboratory, 1–18
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Welding machinery, 1–8
Wool textiles, 1–8

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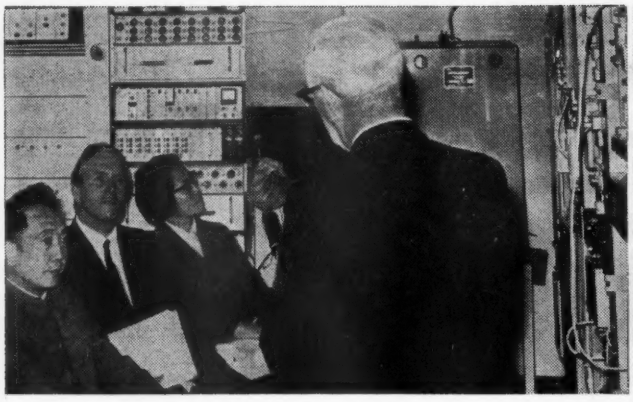

Chinese visitors at two British factories. Left: The Ambassador of the People's Republic of China, Sung Chih-kuang, and his wife, with W. D. Morton, managing director of GEC Telecommunications Ltd., looking at advanced microwave-radio equipment which the company is developing for the trunk transmission systems of the future. The Ambassador was received at the company's Coventry headquarters by Lord Nelson, chairman of The General Electric Co. Ltd., and president of the Sino-British Trade Council. In 1973 GEC Telecommunications exhibited a range of transmission equipment at the British Industrial Technology Exhibition in Peking. Right: A delegation from the Chinese Electronic Society visiting the Plessey Interconnect factory at Northampton this week (20 May). The visit was sponsored by the Sino-British Trade Council. The visitors saw examples of Plessey Interconnect's range of industrial connectors and switches. Seen in the picture are members of the delegation examining the company's 'Printswitch' with Ron Adams (centre), commercial manager, connectors and switches.

to approval of the Council of Ministers. This amendment will not apply to private limited liability firms whose capital was increased to JD 250,000 prior to the enactment of the amendment, ie it will not have a retroactive effect. Copies of the full amendment are available on request. **CRE ext. 3454**

Lebanon

Motor vehicle bodies: regulations

The Lebanese authorities have issued revised regulations on the manufacture and equipment of motor vehicle bodies and trailers. Further information is available. **EDB ext. 420/475**

Israel

Import deposit scheme

An import deposit scheme was re-introduced by Israel on 23 May 1974. Importers must deposit 20 per cent of the imported value (cif and port dues, etc.) on clearance of imported goods. The deposit, in Israeli pounds, to be paid by the importer is for a period of 12 months and does not attract interest. Goods imported for the use of export industries, personal imports by new immigrants and returning residents, basic food imports made by the Government (eg sugar, grains, etc.), petroleum and imports not exceeding IL 5,000 cif value value are exempt. No further information is available.

EDB ext. 420/475

Iran

Relaxation of import regulations

The Iranian authorities have announced that registration of orders for the following goods does not now require the prior agreement of the Ministry of Economy:

Alcoholic beverages. Brandy, whisky, rum, gin and liqueurs in bottles, but not in barrels. This applies to all items under tariff numbers 22.05 (except grape juice), 22.06, 22.07 and 22.09. Concentrated gin and whisky will however need prior Ministry consent.

Steel sheets. Cold or hot rolled, polished, between 3 mm. and 4.75 mm. or cold or hot rolled not laminated or covered and less than 3 mm. (BN no. 73.13C).

Structural steel. Steel or iron wires (BN no. 73.14), rods (BN no. 73.10) and angles (BN no. 73.11).

Textiles. Yarn of composite fibres, of synthetic fibres, single yarns made in different forms (artificial straw etc), yarn of fibres and synthetics ready for retail sale, cotton yarns, plain and raw cotton yarn twisted in any form, cotton textiles woven as gauze or towelling etc ready for retail sale.

Paper. Ozalid paper, printing and stationery paper (BN no. 48.01B) wrapping (kraft) paper and cardboard (BN no. 48.01C).

Vehicles and parts. Trucks and tipper trucks of not more than 3 tons, tyres and tubes for all types of motor vehicles (BN no. 48.11C) except tyres for bicycles and motorcycles and snow tyres.

More detailed information will be published as soon as it is received. The BN numbers quoted in this notice have not been confirmed.

EDB ext. 420/475

South Africa

Tariff changes

The following amendments were published in the South African *Government Gazette*, 10 May 1974:

R.782 BN 60.04 and 60.05. The duty on knitted and crocheted undergarments and outer garments is amended.

R783 BN 51.04 and 56.07

1. Specific provision is made for woven fabrics of synthetic fibres (continuous and discontinuous) in a leno weave and the duty thereon is amended to 30 per cent or 30c per m^2.
2. The duty on certain fabrics woven from yarns of different colours is amended to 25 per cent or 120c per kg.

INDUSTRIAL REBATES

R.784 BN 51.04 and 56.07. Provision is made for a rebate of the full duty on woven fabrics of synthetic fibres (continuous and discontinuous), in a leno weave, for the manufacture of under garments and women's and girls' outer garments.

R.785 BN 87.12. Provision is made for a rebate of the full duty on certain parts for the manufacture of pedal cycles.

AMENDMENT OF REGULATIONS UNDER CUSTOMS AND EXCISE ACT 1964

R786. Isobutyl alcohol may now be used in the methylation of spirits.

EDB ext. 471/472/473/462

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CRE telephone 01-222 7877 **EDB** telephone 01-248 5757
Extensions to these numbers are given at the end of each notice.

Jamaica

Import licensing concessions

The Jamaican Finance Minister announced in his budget speech on 16 May 1974 the immediate removal from import licensing of the following items (except in cases where items are manufactured locally):

- Needles and pins
- Artificial limbs and eyes
- Blood and plasma
- Books for reading
- Newspapers, magazines, journals, periodicals
- Correspondence courses
- Maps, plans and technical drawings and drafting paper for such drawings
- Music printed or in manuscript
- Slates and slate pencils
- Lead pencils
- The following items for professional or institutional use:
  - Surgical dressings and bandages
  - Surgical instruments
  - Medical and dental sundries, eg syringes, x-ray films, needles, intravenous giving sets, disposable surgical and medical material
- Non-electric tools (a) artisans' (b) for use in agriculture
- Pumps for irrigation and similar purposes
- Sport goods not including arms and ammunition and excluding toys and games and spear fishing equipment
- Flashlights
- Seeds and stock for planting
- Weed-killers, insecticides, fungicides, herbicides
- Ploughs and other similar agricultural machinery

An extra copy of the commercial invoice should be sent with each consignment of the above items.

The Finance Minister also announced items which would be licensed freely within reasonable limits (except where items are manufactured locally). These are:

- Raw materials for the productive sector
- Spare parts for machinery, equipment and for motor vehicles
- Medical, dental and optical machinery and equipment including surgical beds, for professional or institutional use
- Essential drugs as recommended by the Ministry of Health and Environmental Control
- Laboratory chemicals
- Gloves (a) rubber (b) for industrial purposes
- Contraceptives

There will be a small relaxation in import restrictions to allow for the importation of more private and commercial vehicles, capital and consumer goods and raw materials. **EDB ext. 7312/474/476**

Hospital equipment: customs duty concessions

The Jamaica House of Representatives approved on 8 May 1974 a resolution providing for customs duty concessions for hospital equipment, furnishings and building materials imported by private hospitals. The concession will cover hospitals for people and veterinary hospitals. The qualifying criteria are that hospitals, both for people and animals, must satisfy the Ministry of Health and Environmental Control and the Ministry of Agriculture, respectively, that their standard of medical care is acceptable and their charges reasonable.

EDB ext. 7312/474/476

Tonnage Tax Law repealed

By Act 12 of 1974 the Jamaican authorities have repealed the Tonnage Tax Law. **EDB ext. 7312/474/476**

Consumption duty changes

The Jamaican authorities confirmed on 27 March 1974 that Consumption Duty has been added to the following:

Heading no.	Description of goods	Unit for duty	Rate of duty
ex 15.13	A. Lard substitutes which are coconut products	Per 100 lb.	53.62 cents
	B. Shortenings which are coconut products	Per 100 lb.	53.62 cents
	C. Margarine	Per 100 lb.	38.42 cents
21.06	Natural yeasts (active or inactive)	Value	26%
ex 34.01	Soaps as follows which are coconut products:		
	(a) Household soaps, common laundry soaps, hard slabs in blocks, bars, slabs	Per 100 lb.	22.62 cents
	(b) Household soap other than at (a)	Per 100 lb.	29.09 cents
	(c) Soapflakes	Per 100 lb.	41.22 cents
	(d) Toilet soap	Value	1.5%

EDB ext. 7312/474/476

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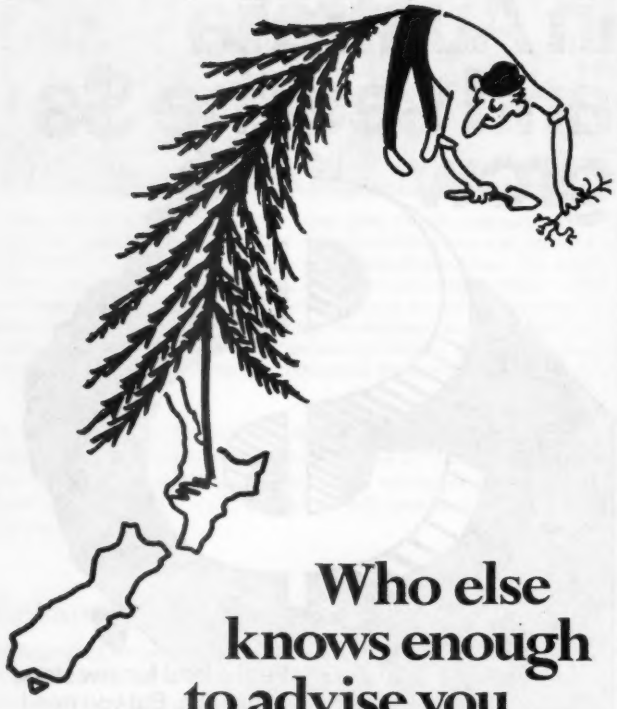

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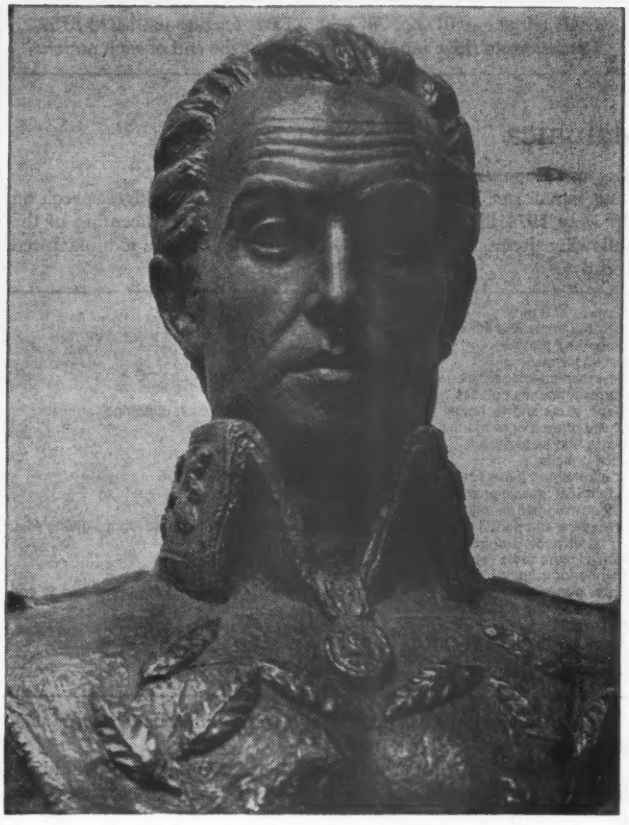

Bronze statue of Simon Bolivar, liberator of northern Latin America, to be unveiled in London on 12 June. The statue is being presented to Britain by Venezuela, Bolivia, Colombia, Ecuador, Panama and Peru and will be sited in Belgrave Square, near Canning House, centre of Latin American activities. The figure, by Venezuelan sculptor Hugo Daini, depicts Simon Bolivar holding the famous Letter of Angostura, in which he foresaw links between Latin America and Britain.

Costa Rica

Dual exchange rate ends

Law 5519 of 24 April 1974 reunified the dual exchange rate system introduced in 1971. The parity of the Colon is now 0.085958 g of fine gold, giving a par rate of exchange of 8.57 Colones = US$1.00.

The Law makes provision for some payments already contracted (eg goods in transit) to be carried out at the former official rate.

EDB ext. 474/476

Peru

External payments

Notice No. 01-74 of the Private Sector External Transactions Board sets out new conditions for operations in foreign currency carried out by the private sector. The main points are:

All imports will be subject to the previous opening of a Documentary Credit in foreign currency

Capital goods imports of a value of less than US$10,000 and all other imports by the private sector will have to be financed over a period of not less than 180 days from the date of shipment.

EDB ext. 474/476/7312

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

European Community

Proposed suspension of import duty on aircraft parts

An application under Article 28 of the Treaty of Rome to suspend EEC Common Customs Tariff duties on a number of goods intended for use in the construction in the EEC of the European Airbus was advertised in *Trade and Industry* on 25 April 1974. A further application for two additional items (set out in the schedule below) has now been made.

If any UK producer considers that he could now, or in the near future supply such equipment for the aircraft concerned and that a suspension of the Common Customs Tariff would be detrimental to his interests he should supply full details of the products concerned to the Department of Trade. Respondents should state whether or not they have been approached by the aircraft manufacturers or have themselves offered to supply the equipment concerned for the aircraft. Copies of correspondence would be helpful.

The information requested in this notice should be sent not later than 27 June 1974 to the Department of Trade, Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (tel. 01-222 7877, ext. 5521).

Tariff heading	Description	Manufacturer	Type of aircraft
39.02 C XIV a 76.16	Kernfullmasse EC 3500 Other articles of aluminium: ex D other: Quick change passenger seat/ freight loading equipment	3M, USA Tridair Industries, California, USA	Airbus A300 F.28

GSP: restoration of normal duties

In the notice on the above in *Trade and Industry* of 23 May 1974 tariff heading ex 59.09 A II on page 405 should read ex 55.09 A II.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. In many cases information about the items listed, in so far as exports are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY: The texts of the following Regulation, Decision and Correction which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Seeds. Decision 74/242/EEC authorising Italy to permit the marketing of 'certified seed of the second generation' of the varieties of rice 'Romeo', 'Rosa Marchetti' and 'Vialone nano', satisfying less stringent requirements, for a period which expires on 30 June 1974. (*Official Journal* L136, 20 May 1974)

Correction. The *Official Journal of the European Communities* L138, 21 May 1974, contains the text of a correction to Directive 74/438/EEC (published in *Official Journal* L356, 27 December 1973) as follows:

Page 80, Article 2 (2):
instead of: 'Small cats-tails'
read: 'Timothy'.

Cattle, beef and veal. Regulation (EEC) 1295/74 on the processing of beef bought-in by intervention agencies. (*Official Journal* L140, 23 May 1974)

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New EC Legislation
continued

RULES OF COMPETITION: The *Official Journal of the European Communities* L132, 15 May 1974, contains the text of Decision 74/233/ECSC authorising the acquisition by Guest Keen & Nettlefolds Ltd. of Miles Druce & Co. Ltd.
Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877, ext. 5092).

COURT OF JUSTICE – RULES OF PROCEDURE: The *Official Journal of the European Communities* L132, 15 May 1974, contains the text of a Decision of the Court of Justice amending Annex II to the Rules of Procedure. The text, in English, of the Rules of Procedure was published in the supplement to the special edition of the *Official Journal of the European Communities* covering 1959-62. (dated 31 December 1972)

The present Decision replaces Article 1 of Annex II, which deals with the extension of time limits on account of distance, by the following:

'In order to take account of distance, procedural time limits for all parties save those habitually resident in the Grand Duchy of Luxembourg shall be extended as follows:

for the Kingdom of Belgium: two days;

for the Federal Republic of Germany, the European territory of the French Republic and the European territory of the Kingdom of the Netherlands: six days;

for the European territory of the Kingdom of Denmark, for Ireland, for the Italian Republic and for the United Kingdom: ten days;

for other European countries and territories: two weeks;

for other countries, departments and territories: one month'.

IMPORTS FROM NON-MEMBER STATES: The *Official Journal of the European Communities* L135, 18 May 1974, contains the texts of the following Decisions:

Decision 74/250/EEC authorising France not to apply Community treatment to toys of wood and other (except motors and movement mechanisms for toys and working models of a kind used for recreational purposes, and parts thereof), falling within heading No. 97.03 A and ex B of the Common Customs Tariff, originating in Taiwan, and in free circulation in the other Member States.

Decision 74/251/EEC authorising France not to apply Community treatment to cotton undergarments, knitted or crocheted, not elastic or rubberised, falling within heading No. 60.04 A of the Common Customs Tariff, originating in Romania, and in free circulation in the other Member States.

EEC Information Unit

The Department of Industry's EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The unit's address is: EEC Information Unit, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 extensions 5377 or 3579

HARMONISATION OF LEGISLATION – AGRICULTURAL AND FORESTRY TRACTORS: The *Official Journal of the European Communities* C58, 18 May 1974, contains the draft text of a Proposal for a Directive on the approximation of the laws of the Member States relating to the driver-perceived noise level of agricultural or forestry tractors fitted with wheels.

It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.
Further information: Department of Industry, Mechanical Engineering Division, Abell House, John Islip Street, London SW1P 4LN (tel. 01-834 4422, ext. 305).

EEC/INDIA AGREEMENTS: The texts of three Agreements between the European Economic Community and India have been published in the *Official Journal of the European Communities* L82, 27 March 1974, as set out below.

Regulation (EEC) 654/74 on the conclusion of the Commercial Co-operation Agreement between the European Economic Community and the Republic of India and adopting provisions for its implementation.

Commercial Co-operation Agreement between the European Economic Community and the Republic of India.

Decision 74/145/EEC on the conclusion of an Agreement between the European Economic Community and the Republic of India on trade in jute products.

Agreement between the European Economic Community and the Republic of India on trade in jute products.

Decision 74/146/EEC on the conclusion of an Agreement between the European Economic Community and the Republic of India on trade in coir products.

Agreement between the European Economic Community and the Republic of India on trade in coir products.
Further information: Department of Trade, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877, ext. 5277) (Commercial Co-operation Agreement).

Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU (tel. 01-834 4422, ext. 530) (Agreements on jute and coir).

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	38	692	−9	701
1971	100	103	100	92	101	−7	−218	52	21	1,067	285	782
1972	102	109	102	83	111	−394	−498	28	22	69	−677	746
1973	108	114	106	88	116	720	433	34	227	−1468	−2375	907
1971 3rd qtr	101	104	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−131	−156	15	−9	71	−121	192
2nd qtr	102	108	102	84	110	−100	−145	−12	40	112	−64	176
3rd qtr	102	110	102	81	110	−83	−125	4	−8	−116	−284	163
4th qtr	105	111	102	81	118	−80	−72	22	−1	+2	−208	210
1973 1st qtr	108	115	109	87	123	247	168	18	31	−186	−351	165
2nd qtr	108	113	102	84	107	209	66	−14	154	−196	−399	203
3rd qtr	108	114	107	91	116	120	46	18	22	−357	−606	249
4th qtr	108	114	108	94	120	144	99	18	20	−729	−1019	290
1974 1st qtr		112		95 p	112 p		−133 p	5 p	−64 p			
% change last 2 qtrs on prev. 2 qtrs	+0.2	+0.1	+2.1	+7.7	+4.7							
on a year earlier	+4.5	+3.0	+5.5	+11.9	−3.4							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
				monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manufactured products: home sales‡		mid-month count	% of total employees	mid-month count	monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.3	99.5	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.4	101.9	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	109.7	110.1	110.7	137.3	179.4	9.2	144.1	123.2*	115.5	581	2.6	304	953	1,151
1972 2nd qtr	102.7	101.2	104.6	147	162.7	6.2	106.1	113.5	98.1	838	3.7	132	764	786
3rd qtr	102.9	102.3	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147	684	779
4th qtr	105.8	105.4	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr	110.2	110.4	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr	109.3	109.4	108.0	136	177.9	9.3	133.4	120.1*	112.6	605	2.6	289	931	1,064
3rd qtr	110.3	110.7	110.5	143	180.2	9.2	150.5	124.2	118.4	562	2.5	334	995	1,197
4th qtr	108.8	109.7	112.3	119	186.8	10.3	167.2	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr	101.7	103.5	110.1	103	101.4	12.9	206.4 p	138.4 p	124.9	543	2.4	285	1,123 p	1,547 p
1973 Apr	109.0	109.0	106.9	138	176.7	9.2	130.5	118.8*	112.3	616	2.7	271	940	956
May	108.9	108.0	106.5	134	178.0	9.5	132.4	120.1	113.2	605	2.7	291	894	1,139
June	110.0	111.1	110.1	135	178.9	9.3	137.2	121.3	115.6	593	2.6	304	960	1,198
July	110.3	110.5	110.6	147	179.7	9.4	145.1	122.7	116.0	581	2.6	324	961	1,145
Aug	109.7	110.3	110.8	153	180.2	8.9	152.4	124.1	119.7	563	2.5	330	980	1,206
Sept	110.8	111.4	110.2	129	181.8	9.3	154.1	125.8	120.0	542	2.4	349	1,043	1,239
Oct	110.8	111.3	111.7	127	185.4	9.9	161.4	127.7	120.3	512	2.3	363	982	1,385
Nov	109.8	111.3	112.3	126	186.8	10.3	165.5	129.0	121.0	486	2.2	368	1,022	1,304
Dec	105.4	106.6	112.9	103	188.2	10.6	174.8	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan	99.4	99.8	109 5	93	191.8	12.0	203.0	134.1	123.7	535	2.4	304	1,015	1,398
Feb	101.1	104.3	110.3	109	101.7†	13.2†	207.0	138.5	124.7	549	2.4	278	1,150 p	1,579 p
Mar	104.7	106.4	110.4	106	102.6	13.5	208.8 p	142.5 p	126.4	545	2.4	274	1,209 p	1,662 p
Apr			108.5 p	98 p	106.1	15.2	209.1 p	147.2 p	126.6	546	2.4	297	1,276 p	1,667 p
May										548 p	2.4 p	314		
% change last qtr on prev. qtr	−6.5	−5.7	−1.7	−2.8	+5.0		+15.0	+8.7	+3.1	+5.6		−6.3	+19.1	+20.9
on a year earlier	−7.7	−6.3	−1.2	−29.5	+14.0		+61.9	+20.3	+14.2	−11.6		+8.6	+34.5	+63.6

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Index of retail prices for April

As briefly reported in last week's *Trade and Industry*, the index of retail prices for all items for 23 April, 1974 was 106.1 (15 January, 1974 = 100). This represents an increase of 3.4 per cent on March (102.6), of 15.2 per cent on April 1973 and of 9.8 per cent on October 1973.

The rise of all items index in April was due to higher rates and water charges and higher prices for cigarettes and tobacco, alcoholic drink, petrol, clothing, some vegetables, sweets and chocolates, meals bought and consumed outside the home and some other goods and services. There were reductions in the prices of milk and eggs.

The movements for the main groups of the index are shown in Table 2.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	ø fifty-three week
p provisional	period

TABLE 1 Rates of change

	All items				All items except seasonal food			
	Index 15 January 1974 = 100	Index 16 January 1962 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 January 1974 = 100	Index 16 January 1962 = 100	Percentage change over 1 month	Percentage change over 6 months
1973 November		186.8	+0.8	+10.3		184.9	+0.8	+5.4
December		188.2	+0.7	+10.6		186.1	+0.6	+5.3
1974 January	100.0	191.8	+1.9	+12.0	100.0	189.4	+1.8	+6.5
February	101.7	195.1	+1.7	+13.2	101.9	193.0	+1.9	+7.8
March	102.6	196.8	+0.9	+13.5	102.8	194.7	+0.9	+7.9
April	106.1	203.5	+3.4	+15.2	106.3	201.3	+3.4	+9.7

TABLE 2 General index of retail prices

	Indices (15 January 1974 = 100)		Percentage change over the month
	19 March 1974	23 April 1974	
All items	102.6	106.1	+ 3.4
All items excluding food	102.8	107.0	+ 4.1
Food	102.0	103.2	+ 1.2
Seasonal food	99.5	102.1	+ 2.6
Other food	102.5	103.4	+ 0.9
Alcoholic drink	102.6	109.5	+ 6.7
Tobacco	101.4	114.6	+13.0
Housing	101.7	107.2	+ 5.4
Fuel and light	103.2	103.2	Nil
Durable household goods	101.3	105.1	+ 3.8
Clothing and footwear	104.2	106.7	+ 2.4
Transport and vehicles	104.7	108.6	+ 3.7
Miscellaneous goods	103.3	106.6	+ 3.2
Services	101.3	102.5	+ 1.2
Meals out	102.2	104.8	+ 2.5

The Bankruptcy Acts 1914 and 1926

The number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates), made in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended 31 March 1974, and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four Quarters are as follows:

Receiving Orders and Administration Orders	1st quarter 1974	4th quarter 1973	3rd quarter 1973	2nd quarter 1973	1st quarter 1973
High Court	363	319	197	286	263
County Courts	931	731	656	637	716
Total	1,294	1,050	853	923	979
Deeds of Arrangement Total number registered	26	21	17	33	29

Information regarding the quarter ended 31 March 1974 was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated 16 May 1974.

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Made-up clothing: orders and deliveries

In the three months ended February 1974 net new orders received by the clothing industry were provisionally estimated to have been 5 per cent lower than in the three months ended November 1973; deliveries were 14 per cent lower. Orders-on-hand at the end of February were 5 per cent higher than at the end of November.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973 p	159		124		118	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	100	107	106	110	107	104
2nd quarter	123	115	117	111	101	104
3rd quarter	103	110	92	101	103	104
4th quarter	119	119	117	109	105	104
1972 1st quarter	107	113	99	105	107	105
2nd quarter	124	116	117	110	104	106
3rd quarter	112	120	100	112	108	109
4th quarter	125	125	124	113	116	115
1973 1st quarter	144	153	126	131	116	112
2nd quarter	175	163	136	131	116	120
3rd quarter p	151	161	103	114	116	117
4th quarter p	159	159	132	120	123	122
1972 April	109	115	117	115	109	106
May	129	118	141	116	101	106
June	124	116	92	98	103	105
July	113	111	83	101	106	110
August	116	123	101	128	97	108
September	112	120	116	108	122	110
October	124	126	150	121	130	115
November	137	128	148	119	122	116
December	125	125	73	99	95	114
1973 January	137	134	116	134	100	111
February	137	141	125	132	124	118
March	144	153	137	126	123	108
April	155	164	138	142	120	123
May	169	154	141	114	112	117
June	175	163	129	138	117	119
July p	162	159	91	111	112	118
August p	158	168	98	122	103	115
September p	151	161	119	110	131	118
October p	162	163	168	134	140	123
November p	168	156	144	115	131	124
December p	159	159	84	112	98	117
1974 January p	156	153	90	109	86	100
February p	159	164	115	121	102	96

Industry's investment intentions for 1974 and 1975 and capital expenditure in the first quarter of 1974

The Department of Industry's latest inquiry into investment intentions was sent to contributors early in April and replies were received during April and May. It appears unlikely that contributors had sufficient time to take the Budget fully into account. The previous inquiry in November/December 1973 was carried out before industry had been able to assess the effects of the energy crisis and before the announcement of the three day working week. Since then, the latest inquiry shows a substantial weakening of intentions.

MANUFACTURING INDUSTRY

As usual in the April/May inquiries, companies were asked to state whether they planned to spend in 1974 and 1975 'more than', 'the same as' or 'less than' they had forecast in the previous inquiry; in addition, about 250 large companies were asked for the figures of their expected expenditure.

The answers ('more' 'same' 'less') given by the firms were weighted by the amounts of capital expenditure forecast for the November/December inquiry and then aggregated. The results for 1974 and those of the comparable previous inquiries were as follows:

Firms' replies weighted by their November/December forecasts of expenditure as percentages of total

Year of expenditure forecast	Compared with November/December forecast 'More' %	'Same' %	'Less' %	Balance (More-Less) %
1964	37	36	28	+9
1965	25	43	32	−7
1966	25	35	40	−15
1967	31	40	28	+3
1968	36	30	34	+2
1969	31	37	32	−1
1970	37	30	33	+4
1971	29	28	42	−13
1972	25	26	48	−23
1973	37	29	34	+3
1974	25	27	48	−23

Both the 1974 balance and the revised quantitative figures provided by the large firms point to a rise in manufacturers' capital expenditure of about 5 per cent in real terms between 1973 and 1974, compared with the 12 to 14 per cent suggested by the previous inquiry. The interpretation of the balances for the year ahead is always less reliable than for the current year, but the replies for 1975 indicate little change in expenditure between 1974 and 1975.

DISTRIBUTIVE AND SERVICE INDUSTRIES (EXCLUDING SHIPPING)

On the basis of the previous intentions inquiry (in November/December) it was expected that the volume of investment by these

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industries would show a modest rise of 2 per cent or so in 1974, with no further significant change in 1975. The results of the April/May inquiry are difficult to interpret (as no supplementary quantitative data are obtained), but it appears that the volume of investment will fall in 1974, perhaps by around 5 per cent, and that this will be followed by a further but smaller reduction in 1975.

CAPITAL EXPENDITURE IN THE FIRST QUARTER OF 1974

Manufacturing industry

Manufacturing industry's capital expenditure in the first quarter of 1974 is provisionally estimated to have been £504 million at 1970 prices, seasonally adjusted, about the same as in the fourth quarter of last year. There was a fall in expenditure on vehicles but expenditure on new building work and on plant and machinery rose slightly.

Following further revision to the estimate of capital expenditure in the fourth quarter of 1973, the total for the year, at 1970 prices, is now 7 per cent above 1972.

Distributive and service industries (excluding shipping)

Provisional estimates indicate that the capital expenditure of the distributive and service industries (excluding shipping) in the first quarter of 1974 was much the same as in the previous quarter (£490 million, at 1970 prices, seasonally adjusted) and about 2 per cent greater than in the first quarter of 1973. The increase was mainly due to greater investment in plant and machinery.

Shipping industry

It is provisionally estimated that the volume of investment by the shipping industry was much lower than in the previous quarter, but the quarterly figures for this industry are subject to considerable fluctuation.

Fixed capital expenditure at 1970 prices, seasonally adjusted

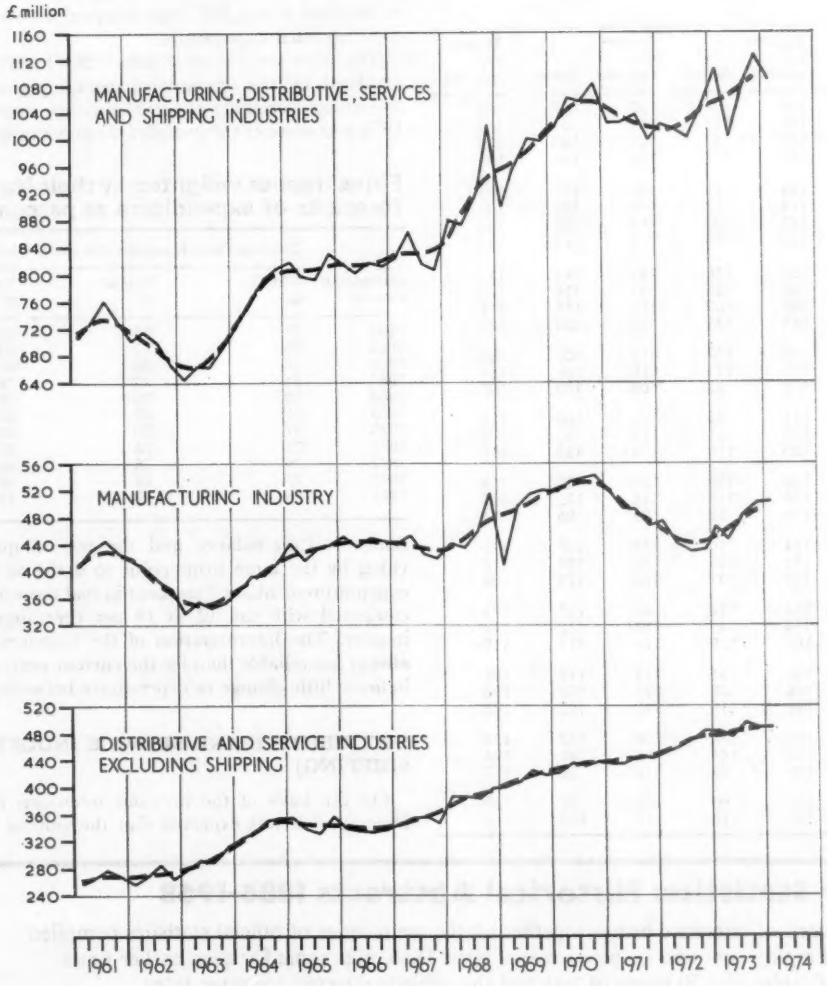

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TABLE 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

Period	Total	Analysis by industrial sectors: Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1965	3,236	1,732	1,378	126	988	565	1,684
1966	3,244	1,780	1,344	120	954	556	1,733
1967	3,307	1,735	1,402	169	932	603	1,772
1968	3,689 (3,601)*	1,846 (1,795)*	1,553 (1,546)*	290 (260)*	950	759 (729)*	1,980 (1,922)*
1969	3,857 (3,945)*	1,976 (2,027)*	1,649 (1,656)*	232 (262)*	1,042	724 (754)*	2,091 (2,149)*
1970	4,217	2,129	1,723	364	1,068	850	2,299
1971	4,085	1,968	1,752	365	1,083	816	2,186
1972	4,089	1,775	1,861	454	1,065	947	2,077
1973	4,327	1,900	1,936	491	1,035	1,046	2,246
1969 1st quarter	898 (963)*	448 (483)*	400 (405)*	49 (74)*	252	171 (196)*	475 (515)*
2nd quarter	961 (977)*	496 (505)*	407 (409)*	58 (63)*	260	183 (188)*	519 (530)*
3rd quarter	1,001 (1,008)*	513 (520)*	424	64	272	184	545 (552)*
4th quarter	997	519	417	61	258	186	553
1970 1st quarter	1,016	515	421	80	254	203	559
2nd quarter	1,062	534	435	93	269	216	577
3rd quarter	1,056	538	430	88	266	209	580
4th quarter	1,083	542	438	104	279	222	582
1971 1st quarter	1,017	511	434	73	277	183	557
2nd quarter	1,030	498	433	99	268	214	548
3rd quarter	1,038	491	445	102	270	215	553
4th quarter	1,000	468	441	91	268	204	527
1972 1st quarter	1,014	466	449	99	269	209	536
2nd quarter	1,022	447	459	116	264	236	522
3rd quarter	1,007	430	469	107	264	236	507
4th quarter	1,047	432	484	131	268	267	512
1973 1st quarter	1,107	466	481	160	263	295	549
2nd quarter	1,004	448	468	88	252	218	534
3rd quarter	1,087	485	498	105	270	249	569
4th quarter	1,128	501	490	138	250	285	593
1974 1st quarter	1,089	504	490	95	266	237	586

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting—after exclusion of dwellings—for 53 per cent of total expenditure in 1972. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968, estimated at £51 million for manufacturing industry, £7 million for distributive and service industry, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

TABLE 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis of type of asset: New building work	Vehicles	Plant and machinery
1965	1,732.2	216.1	47.7	274.6	151.1	356.3	181.6	173.8	127.5	203.5	390.2	102.2	1,239.8
1966	1,780.1	204.3	78.2	305.4	151.9	363.1	193.8	165.0	111.5	206.9	369.8	98.3	1,312.0
1967	1,735.2	236.0	123.6	255.7	155.3	352.5	194.5	132.9	108.7	176.0	317.1	99.5	1,318.6
1968	1,846.1 (1,795.1)*	246.0	127.4	255.5	145.7	390.8	171.9	176.4	111.8	220.9	330.8	109.2	1,406.1 (1,355.1)*
1969	1,976.1 (2,027.1)*	238.6	102.9	296.3	167.8	393.7	208.4	189.4	121.3	257.7	388.7	116.9	1,471.5 (1,522.5)*
1970	2,128.9	245.9	86.3	378.3	256.8	424.7	229.5	172.3	134.2	201.3	393.4	116.1	1,619.4
1971	1,967.6	227.2	117.3	337.6	297.3	371.1	152.2	139.3	113.2	212.4	344.7	107.7	1,515.2
1972	1,775.0	262.5	108.8	264.6	255.0	343.4	108.4	114.7	111.4	206.2	318.9	128.9	1,327.2
1973	1,899.6	282.7	76.9	220.2	219.0	451.1	139.2	157.4	121.0	232.1	316.5	138.6	1,444.5
1969 1st quarter	448.2 (483.2)*	56.7	28.8	65.3	34.5	92.0	44.0	48.0	24.1	54.8	93.2	26.7	328.3 (363.3)*
2nd quarter	495.6 (504.6)*	61.8	25.4	75.0	40.2	95.3	53.9	47.6	31.4	65.0	96.4	30.7	368.5 (377.5)*
3rd quarter	513.2 (520.2)*	59.4	25.0	80.3	46.4	100.8	54.9	46.7	33.5	66.2	101.3	29.2	382.7 (389.7)*
4th quarter	519.1	60.7	23.7	75.7	46.7	105.6	55.6	47.1	32.3	71.7	97.8	29.3	392.0
1970 1st quarter	515.0	60.8	19.9	90.6	50.1	104.4	56.2	45.2	36.4	51.4	93.8	29.6	391.6
2nd quarter	534.2	65.2	21.7	94.1	58.2	107.0	58.4	45.1	33.6	50.9	100.0	29.3	404 9
3rd quarter	538.2	56.2	26.2	95.3	64.6	108.2	61.0	45.1	32.1	49.5	98.4	29.3	410.5
4th quarter	541.5	63.7	18.5	98.3	83.5	105.1	53.9	36.9	32.1	49.5	101.2	27.9	412.4
1971 1st quarter	510.7	57.0	25.9	89.6	71.0	103.4	42.8	40.5	29.3	51.2	90.4	26.4	393.9
2nd quarter	497.7	55.6	26.1	81.3	75.2	96.1	41.3	37.5	29.8	54.8	86.8	26.5	384.4
3rd quarter	491.0	56.7	32.2	84.7	78.0	89.2	36.9	31.2	27.5	54.6	82.4	26.7	381.9
4th quarter	468.2	57.9	33.1	82.0	73.1	82.4	31.2	30.1	26.6	51.8	85.1	28.1	355.0
1972 1st quarter	466.3	61.5	33.1	76.0	79.1	82.4	29.9	25.6	25.4	53.3	83.4	29.2	353.7
2nd quarter	446.5	62.6	30.7	70.8	68.5	81.9	24.4	28.1	27.4	52.1	81.0	30.2	335.3
3rd quarter	430.4	68.0	23.8	62.3	54.1	88.0	25.0	29.6	28.8	50.8	79.2	32.9	318.3
4th quarter	431.8	70.4	21.2	55.5	53.3	91.1	29.1	31.4	29.8	50.0	75.3	36.6	319.9
1973 1st quarter	465.8	74.9	18.6	57.0	58.3	103.1	32.9	36.1	30.8	54.1	77.4	34.5	353.9
2nd quarter	448.4	61.4	21.4	57.7	44.7	111.6	31.8	33.9	29.0	56.9	73.4	31.6	343.4
3rd quarter	484.6	67.5	16.5	52.5	60.6	116.7	36.5	43.6	30.5	60.2	82.0	34.7	367.9
4th quarter	500.8	78.9	20.4	53.0	55.4	119.7	38.0	43.8	30.7	60.9	83.7	37.8	379.3
1974 1st quarter	503.9										84.0	34.9	385.0

TABLE 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1965	1,378	164	257	957	592	342	444
1966	1,344	148	232	964	580	342	421
1967	1,402	169	224	1,008	611	338	453
1968	1,553 (1,546)*	165	282	1,107 (1,100)*	616	367	570 (563)*
1969	1,649 (1,656)*	160	295	1,194 (1,201)*	649	384	616 (622)*
1970	1,723	176	299	1,249	670	383	671
1971	1,752	185	310	1,258	736	355	661
1972	1,861	177	370	1,314	744	387	730
1973	1,936	181	408	1,348	717	426	793
1969 1st quarter	400 (405)*	39	72	289 (294)*	158	97	146 (151)*
2nd quarter	407 (409)*	39	72	296 (298)*	162	96	150 (152)*
3rd quarter	424	41	73	310	170	93	160
4th quarter	417	41	78	299	160	99	159
1970 1st quarter	421	44	76	301	159	95	167
2nd quarter	435	46	74	315	167	98	171
3rd quarter	430	45	75	309	166	96	167
4th quarter	438	41	74	323	177	95	166
1971 1st quarter	434	45	76	313	185	87	161
2nd quarter	433	46	80	307	181	92	161
3rd quarter	445	46	78	321	187	90	168
4th quarter	441	48	76	317	183	87	171
1972 1st quarter	449	44	83	322	184	90	174
2nd quarter	459	44	89	326	183	94	182
3rd quarter	469	41	96	333	184	99	186
4th quarter	484	49	103	332	192	103	189
1973 1st quarter	481	48	96	337	185	106	191
2nd quarter	468	44	103	321	179	99	190
3rd quarter	498	43	108	347	187	111	199
4th quarter	490	46	101	343	166	110	213
1974 1st quarter	490				181	108	200

TABLE 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1965	2,692	1,423	1,169	100
1966	2,787	1,517	1,172	99
1967	2,862	1,485	1,237	140
1968	3,306	1,639	1,420	247
1969	3,599	1,822	1,559	217
1970	4,217	2,129	1,723	364
1971	4,438	2,161	1,893	384
1972	4,758	2,092	2,146	520
1973	5,584	2,466	2,493	625
1969 1st quarter	791	382	372	38
2nd quarter	871	438	381	53
3rd quarter	917	473	386	57
4th quarter	1,020	530	420	70
1970 1st quarter	938	465	403	71
2nd quarter	1,033	511	427	95
3rd quarter	1,043	547	419	77
4th quarter	1,202	607	474	122
1971 1st quarter	1,027	517	446	65
2nd quarter	1,080	514	458	108
3rd quarter	1,117	553	471	94
4th quarter	1,214	578	517	119
1972 1st quarter	1,109	521	497	91
2nd quarter	1,152	490	522	139
3rd quarter	1,144	514	524	106
4th quarter	1,354	567	603	184
1973 1st quarter	1,327	568	594	165
2nd quarter	1,255	538	595	121
3rd quarter	1,364	632	618	115
4th quarter	1,638	728	686	224
1974 1st quarter	1,460	675	674	111

Fixed capital expenditure at 1970 prices seasonally adjusted

NOTES TO TABLES

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX
Distributive Trades Order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821
Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701—Railways, 706—Port and Inland Water Transport, 707—Air Transport and 708—Postal Services and Telecommunications; XXIV (Insurance, Banking, Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872—Educational Services and 874—Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates, with the exception of those for manufacturing industry in Table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

Manufacturers' and distributors' stocks in the first quarter of 1974

Manufacturing industry

Manufacturers' stocks are provisionally estimated to have fallen by £133 million at 1970 prices, seasonally adjusted, in the first quarter of 1974. This fall follows heavy stockbuilding throughout 1973. There was a substantial fall in stocks of finished goods and a moderate fall in work in progress, the latter being offset by a similar rise in stocks of materials and fuel.

Much of the overall fall, in particular the fall in finished goods, is probably attributable to the three day week and the consequent loss of production.

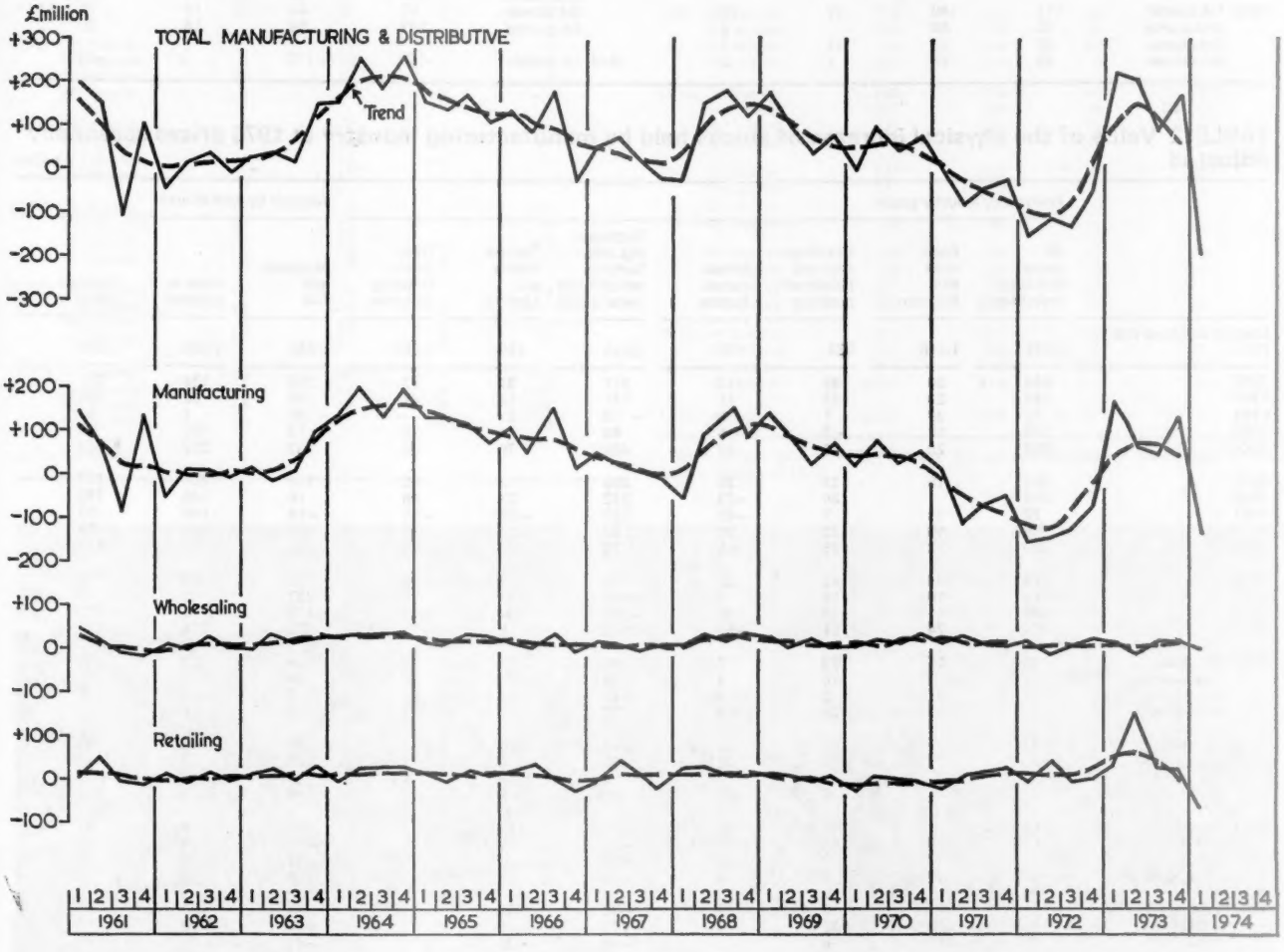
The stocks/output index rose by 4 points in the first quarter to 93.5, reflecting the fall in production during the quarter.

Revisions to 1973. All figures for 1973 have been revised in the light of additional information derived from a questionnaire to certain categories of firms. The estimated physical increase for the year is now lower than before, although the increase in book values in 1973 is now greater.

Distributive industries

Wholesalers' stocks are provisionally estimated to have risen by £5 million, at 1970 prices, seasonally adjusted, in the first quarter of 1974, following an increase of £38 million in 1973. Retailers' stocks fell by £64 million, at 1970 prices, seasonally adjusted, in the first quarter of 1974, following a rise of £227 million in 1973.

Value of physical increase in industry's stocks at 1970 prices seasonally adjusted



Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:

Wholesale MLH 810, 811, 812 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

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TABLE 1 Value of physical increase of manufacturers' and distributors' stocks at 1970 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1973	13,256	9,634	1,753	1,869
1960	777	654	75	48
1961	341	263	41	37
1962	−3	−40	31	6
1963	192	103	35	54
1964	834	653	118	63
1965	556	460	67	29
1966	359	315	28	16
1967	115	72	17	26
1968	414	269	85	60
1969	375	320	42	13
1970	205	175	68	−38
1971	−145	−218	52	21
1972	−448	−498	28	22
1973	639	374	38	227
1969 1st quarter	174	140	22	12
2nd quarter	90	83	1	6
3rd quarter	36	24	19	−7
4th quarter	76	73	1	2
1970 1st quarter	−4	22	5	−31
2nd quarter	96	76	18	2
3rd quarter	39	26	16	−3
4th quarter	74	51	29	−6
1971 1st quarter	2	10	14	−22
2nd quarter	−80	−113	26	7
3rd quarter	−43	−67	9	15
4th quarter	−23	−47	3	21
1972 1st quarter	−150	−156	15	−9
2nd quarter	−117	−145	−12	40
3rd quarter	−129	−125	4	−8
4th quarter	−51	−72	22	−1
1973 1st quarter	212	163	18	31
2nd quarter	204	66	−16	154
3rd quarter	87	46	18	22
4th quarter	137	99	18	20
1974 1st quarter	−193	−133	5	−64

TABLE 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1973	9,634	1,318	933	673	4,855	768	1,087	3,450	3,926	2,258
1960	654	66	46	110	311	37	82	309	134	211
1961	263	23	33	11	141	13	42	69	92	102
1962	− 40	38	1	−39	− 18	− 21	—	− 86	2	44
1963	103	12	−8	− 8	88	4	16	− 13	101	15
1964	653	20	56	46	406	76	50	232	319	103
1965	460	19	33	38	305	3	62	117	207	137
1966	315	1	36	−23	222	31	48	10	145	160
1967	72	34	7	−41	120	−38	−11	−16	140	−52
1968	269	10	72	37	67	34	49	102	108	59
1969	320	33	75	−5	73	76	69	108	25	187
1970	175	11	42	37	71	2	12	138	−63	100
1971	−218	10	15	8	−198	−61	8	−237	1	19
1972	−498	−11	−29	−46	−290	−104	−18	−178	−109	−211
1973	374	74	81	−52	240	8	23	270	235	−131
1969 1st quarter	140	11	23	5	61	24	17	41	41	58
2nd quarter	83	−2	16	4	34	12	20	54	−11	41
3rd quarter	24	31	2	−11	−44	24	22	−8	1	30
4th quarter	73	−6	34	−3	22	15	11	22	−6	57
1970 1st quarter	22	3	21	−7	−14	5	12	26	−43	39
2nd quarter	76	7	3	12	50	5	−1	67	23	−14
3rd quarter	26	−1	13	11	4	–	−1	27	−40	38
4th quarter	51	1	5	20	31	−8	3	18	−3	37
1971 1st quarter	10	1	−3	38	−22	−10	7	−40	6	44
2nd quarter	−113	−3	12	−25	−60	−39	1	−70	−35	−9
3rd quarter	−67	−14	3	−8	−40	−7	−1	−72	20	−15
4th quarter	−47	27	3	3	−76	−5	1	−56	10	−1
1972 1st quarter	−156	−11	9	−48	−49	−35	−23	−54	−20	−82
2nd quarter	−145	16	−32	4	−122	−19	8	−75	−13	−56
3rd quarter	−125	−18	6	−3	−69	−30	−10	−42	−38	−45
4th quarter	−72	1	−11	1	−50	−21	7	−7	−38	−28
1973 1st quarter	163	−1	23	−5	122	−11	36	79	115	−30
2nd quarter	66	8	25	−5	29	13	−4	68	36	−38
3rd quarter	46	23	28	−13	16	−2	−6	30	66	−49
4th quarter	99	43	5	−28	73	9	−3	94	19	−14
1974 1st quarter	−133							53	−53	−133

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TABLE 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted £ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1973	1,753	1,137	156	460
1960	75	43	6	27
1961	41	27	1	14
1962	31	5	5	21
1963	35	14	7	14
1964	118	62	17	39
1965	67	30	7	31
1966	28	21	—	7
1967	17	9	—	8
1968	85	57	4	25
1969	42	19	−2	26
1970	68	15	—	53
1971	52	41	−3	14
1972	28	31	14	−17
1973	38	97	−7	−52
1969 1st quarter	22	14	−1	9
2nd quarter	1	−13	−1	14
3rd quarter	19	14	2	3
4th quarter	1	4	2	−1
1970 1st quarter	5	−3	1	6
2nd quarter	18	10	−3	11
3rd quarter	16	−4	−2	21
4th quarter	29	11	4	14
1971 1st quarter	14	3	1	11
2nd quarter	26	20	1	5
3rd quarter	9	12	—	−3
4th quarter	3	6	−4	2
1972 1st quarter	15	2	2	10
2nd quarter	−12	−4	3	−11
3rd quarter	4	23	3	−22
4th quarter	22	10	6	6
1973 1st quarter	18	42	−12	−12
2nd quarter	−16	−1	4	−19
3rd quarter	18	37	8	−26
4th quarter	18	19	−6	6
1974 1st quarter	5			

TABLE 4 Increase in the book value of manufacturers' and distributors' stocks £ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1973	17,774	13,087	2,478	2,209
1960	647	543	60	44
1961	375	274	40	61
1962	85	24	30	31
1963	294	200	44	50
1964	891	670	136	85
1965	694	571	73	50
1966	586	480	51	55
1967	260	180	47	33
1968	849	581	138	130
1969	969	775	104	90
1970	1,140	898	162	80
1971	699	399	160	140
1972	550	242	189	119
1973	3,050	2,294	461	296
1969 1st quarter	296	222	16	58
2nd quarter	250	205	18	27
3rd quarter	179	126	65	−12
4th quarter	243	222	4	17
1970 1st quarter	283	254	16	13
2nd quarter	312	258	26	28
3rd quarter	226	139	78	9
4th quarter	321	248	43	30
1971 1st quarter	244	193	29	22
2nd quarter	277	162	60	55
3rd quarter	96	11	70	15
4th quarter	82	34	—	48
1972 1st quarter	−10	−34	−2	26
2nd quarter	98	20	18	60
3rd quarter	151	53	99	−1
4th quarter	313	204	75	34
1973 1st quarter	512	411	39	62
2nd quarter	592	488	53	51
3rd quarter	865	580	216	69
4th quarter	1,081	815	152	114
1974 1st quarter	1,222	1,008	167	47

Book Values exclude VAT. Purchase Tax payable on retailers' stock prior to the second quarter of 1973.

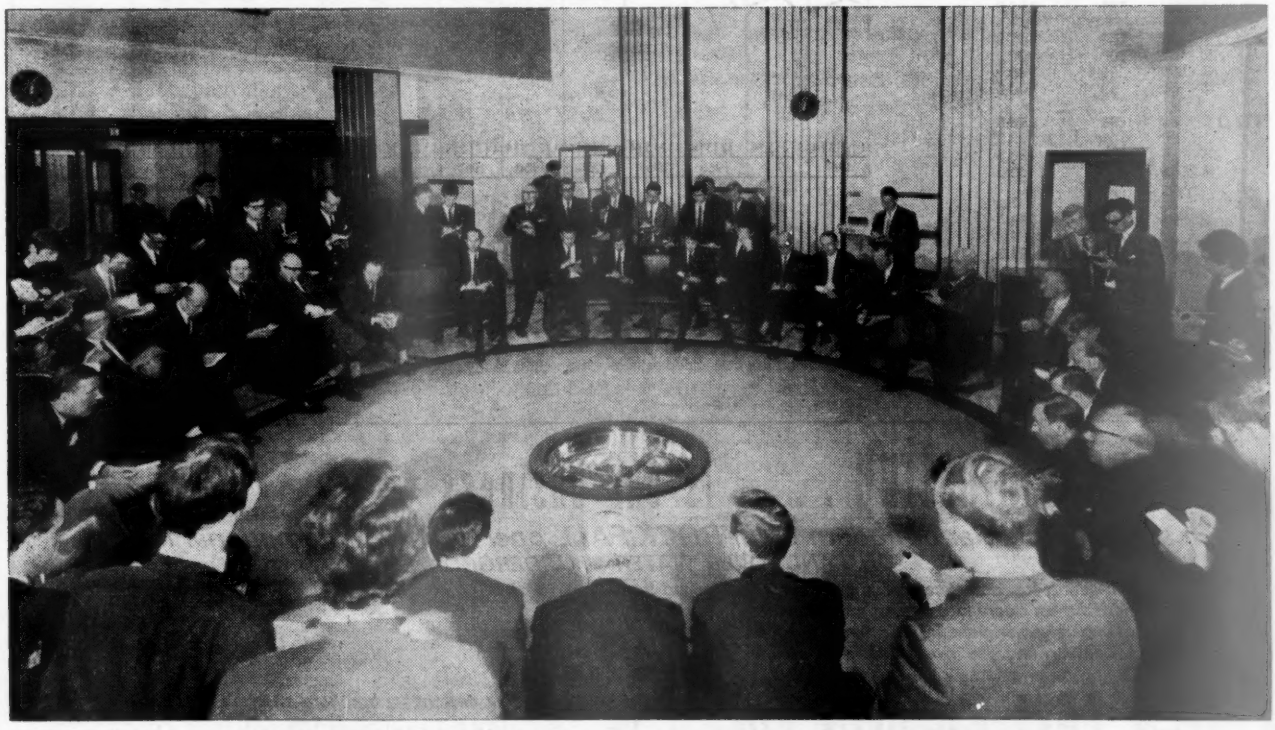

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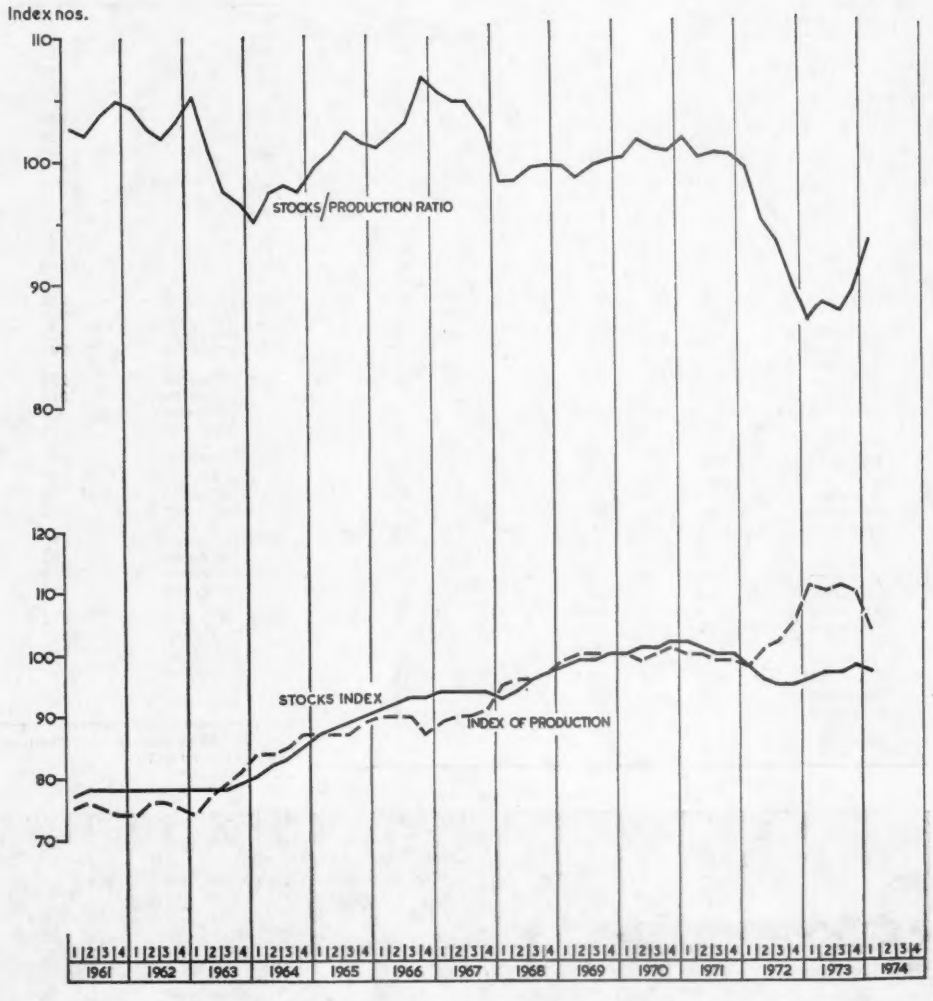
TABLE 5 The relationship of manufacturers' stocks to manufacturing production

	Index numbers—4th quarter 1969 = 100 Seasonally adjusted		
	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of Stocks to Production
1962 Q 1	78	74	104.3
2	78	76	102.7
3	78	76	101.9
4	78	75	103.3
1963 Q 1	78	74	105.3
2	78	77	101.0
3	78	79	97.7
4	79	81	96.7
1964 Q 1	80	84	95.1
2	82	84	97.5
3	83	85	98.1
4	85	87	97.7
1965 Q 1	87	87	99.5
2	88	87	100.7
3	89	87	102.3
4	90	89	101.5
1966 Q 1	91	90	1C1.1
2	92	90	102.2
3	93	90	103.3
4	93	87	106.8
1967 Q 1	94	89	105.7
2	94	90	104.9
3	94	90	104.8
4	94	91	102.7
1968 Q 1	93	95	98.4
2	94	96	98.4
3	96	96	99.5
4	97	97	99.7
1969 Q 1	98	99	99.6
2	99	100	98.7
3	99	100	99.6
4	100	100	100.0
1970 Q 1	100	100	100.3
2	101	99	101.7
3	101	100	101.1
4	102	101	100.8
1971 Q 1	102	100	101.8
2	101	100	100.3
3	100	99	100.6
4	100	99	100.5
1972 Q 1	98	98	99.5
2	96	101	95.2
3	95	102	93.6
4	95	105	90.0
1973 Q 1	96	111	87.0
2	97	110	88.4
3	97	111	87.8
4	98	110	89.5
1974 Q 1	97	104	93.5



(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.
(3) The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

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The Role of Profits
We believe that if we guard the standards of our goods, improve our systems and look after both our staff and customers, we shall continue to grow and to make profits.
We need profits, after paying taxes:—

1. **to improve the pay and working conditions of our staff and to take good care of them during retirement.**
2. **to have funds for investment in the development of the business.**
3. **to pay a proper dividend to our 240,000 share-holders, which include many small savers, individual pensioners and pension funds.**

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Exports increased by 31% to £13·5 million. St Michael Shops of Canada now operate 12 units. In 1975 we shall open stores in Paris, Brussels and Lyons, with a total of nearly 90,000 sq. ft. of selling space.

Store Development
We opened over 400,000 sq. ft. of selling space in the United Kingdom, in the shape of 5 new stores and 20 major extensions.

St Michael Textiles
Our textile sales have grown by £50·5 million to £420·2 million. Over 96% of the goods we sell are made in the United Kingdom.

St Michael Foods
Our food sales reached £171·2 million compared with £142·2 million in 1972. Customers can now enjoy perishable foods which are virtually as fresh as those available to the farmer's wife.

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Throughout the year we and our suppliers made a concerted effort to limit price increases and we shall continue to fight rising costs.
Our customers expect high quality standards: we will not compromise on the quality of our goods on which the reputation of 'St Michael' has been built up.

Tribute to Staff
We have a fine, stable and experienced staff who have done a splendid job, sometimes under very trying conditions. They have enhanced their reputation for courteous and helpful service and increased the goodwill so many of our customers have for us.

	Year ended 31st March	
	1974 £ million	1973 £ million
Turnover	605·1*	522·3*
Profit before Taxation	76·8	70·0
Taxation	39·9	24·9
Profit after Taxation	36·9	45·1
Earnings per share	11·4p	10·4p**

* *Turnover including exports but excluding VAT/P. Tax*
** *Based on this year's tax rate*

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British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the five weeks ended 30 March 1974.

Distributors' earnings submitted	£	£
Low cost films:		
Eligible (after multiplying by 2½)	55,839	
Not eligible for 2½ times rental	28,756	
	84,595	
High cost films (including newsreels after multiplying by 2½)	337,799	
	422,394	
Films under 3,000 ft. (after multiplying by 2½)	37,653	
		460,047

Levy collections paid to the Agency by HM Customs and Excise to 9 April 1974 including an estimate of collections approximately covering entertainments for the five weeks ended 30 March 1974 — 368,000

The fifth interim allocation for the seventeenth year will be at the rate of 48 per cent.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 31 May 1974 and of one film registered on Friday, 24 May 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Best of Benny Hill	BR/E 37489/26/5/79	87	24 May	EMI Film Distributors Ltd.	Thames Television Ltd.
Callan	BR/E 37494/2/6/79	106	29 May	EMI Film Distributors Ltd.	Magnum Films Ltd.
Treasure At The Mill (revised version)	BR/NQ 37495	51	29 May	Children's Film Foundation Ltd.	Wallace Productions (for Children's Film Foundation Ltd.)
The Mysterious Box	BR/E 37498/2/6/79	15	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
Chico Makes Magic	BR/E 37499/2/6/79	16	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
Chase For Chico	BR/E 37500/2/6/79	17	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
The Magic Football	BR/E 37501/2/6/79	17	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
The Secret Cave	BR/E 37502/2/6/79	17	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
Chico Makes The Rain	BR/E 37503/2/6/79	15	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
Farewell To Chico	BR/E 37504/2/6/79	19	30 May	Children's Film Foundation Ltd.	Eyeline Films Ltd. (for Children's Film Foundation Ltd.)
Movietone News 2347	BR/E 37249/2/6/79	8	31 May	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2347A	BR/E 37250/2/6/79	7	31 May	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
How To Destroy The Reputation of The Greatest Secret Agent	EC 37493/2/6/79	92	29 May	Columbia-Warner Distributors Ltd.	Ariane Films, Mondex Films, Cerito Films, Simar Films, Paris and Oceania Produzioni, Cineriz and Rissoli Film, Rome
			FOREIGN		
The Lovemakers	F 37490	80	29 May	Titan Film Distributors Ltd.	Italian International Films, Rome
Sex Or Bust	F 37491	69	29 May	Titan Film Distributors Ltd.	Group I Films Ltd., New York
The Last Detail	F 37492	104	29 May	Columbia-Warner Distributors Ltd.	Acrobat Films
Pink Floyd	F 37496	85	30 May	EMI Film Distributors Ltd.	RM Productions and Fernseh Film GmbH, Munich
Nurses On The Job	F 37497	71	30 May	New Realm Distributors Ltd.	Rapid Film, Munich
Doberman Patrol	F 37505	87	30 May	Cinema International Corporation (UK)	Universal Pictures
Coffy	F 37506	85	30 May	Focus Film Distributors Ltd.	AIP

Amendment to the Register:
The title of the film 'The Last Italian Tango' (EC 37376/24/3/79) registered on 21 March 1974 has been amended to 'Erotic Bed'.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	23 May 1974
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	This week
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure:	
distributive and service trades (A)	28 Apr. 1971
manufacturing, distributive and service industries (Q)	This week
Catering trades turnover (M)	16 May 1974
Chemicals industry activity (Q)	2 Aug. 1973
Companies:	
acquisitions and mergers (Q)	30 May 1974
new registrations:	
Gt. Britain (M)	23 May 1974
N. Ireland (M)	30 May 1974
Computers: UK market (Q)	24 May 1973
Construction work overseas (A)	11 Oct. 1973
Electronic capital equipment (Q)	21 June 1973
Energy trends (M)	30 May 1974
Engineering industries: sales and orders (M)	16 May 1974
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	23 May 1974
overseas payments and earnings (A)	9 Aug. 1973
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	2 May 1974
household consumption (Q)	11 Apr. 1974
Footwear industry:	
production, orders and deliveries (M)	2 May 1974
Foreign exchange: official reserves (M)	9 May 1974
Foreign trade:	
industrial countries' production and trade (Q)	14 Mar. 1974
world exports of manufactures (A)	30 Sept. 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	23 May 1974
Hire-purchase business (M)	9 May 1974
Industrial production:	
index numbers (M)	30 May 1974
N. Ireland index (M)	30 May 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	30 Aug. 1973
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	This week
investment and earnings overseas (A)	29 Mar. 1973
Machine tools: sales and orders (M)	11 Apr. 1974
Man-made fibres:	
deliveries (Q)	23 May 1974
production (M)	23 May 1974
production: quarterly analysis (Q)	23 May 1974
Motor industry:	
car and commercial vehicle production (M)	30 May 1974
estimated figures (M)	16 May 1974
motor trade turnover (Q)	23 May 1974
Office development permits (Q)	16 May 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	10 May 1973
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	30 May 1974
value: analysis of trends (Q)	16 May 1974
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	30 Aug. 1973
Retail prices index (M)	This week
Retail trades:	
sales (M)	9 May 1974
provisional figures	16 May 1974
sales, N. Ireland (M)	2 May 1974
stocks (M)	16 May 1974
Royalties: overseas transactions (A)	12 Apr. 1973
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	16 May 1974
Stocks:	
distributive and service trades (A)	28 Apr. 1971
manufacturers' and distributors' (Q)	This week
retail (M)	16 May 1974
Television: overseas payments and earnings (A)	9 Aug. 1973
Textiles:	
activity in the industry (Q)	25 Apr. 1974
carpet sales (M)	2 May 1974
cotton industry production (M)	28 Mar. 1974
hosiery production (M)	21 Mar. 1974
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	30 May 1974
wool exports (Q)	14 June 1973
wool output (M)	28 Mar. 1974
Tourism:	
foreign visitor arrivals (M)	30 May 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	23 May 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	4 Apr. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	9 May 1974
ECGD local offices	23 May 1974
Guide to Departments	This week
Official Receivers' offices	This week
Programme of trade promotions	2 May 1974
Release dates of economic statistics	30 May 1974

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

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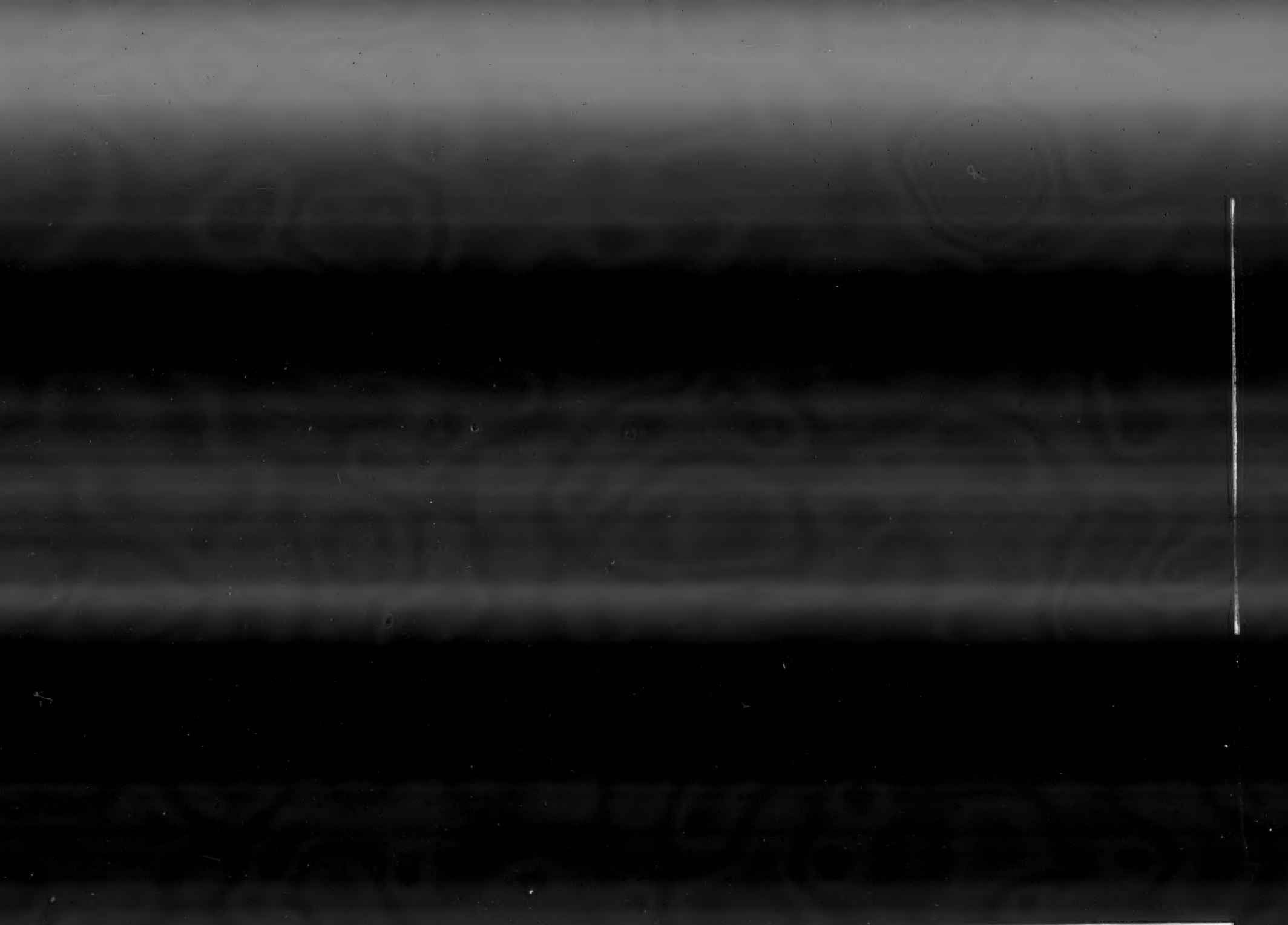
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